Heads Royal Bank

HAVE THEY A CASE AGAINST COYNE?

See p. 3

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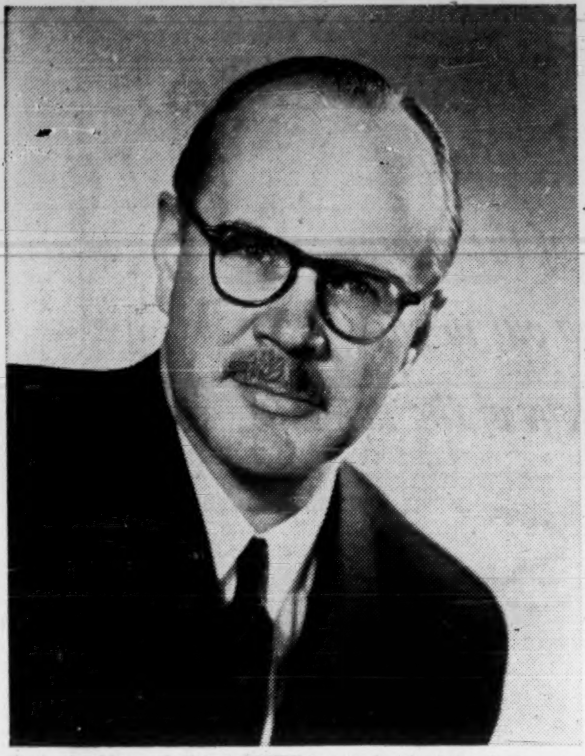

New president of Royal Bank of Canada—largest of the nine Canadian chartered banks—is William Earle McLaughlin, 45. His career, starting on graduation from Queen's University in 1936, has carried him to the top post in a bank with $4,297 million in assets and nearly 1,000 branches. Named general manager early this year, McLaughlin now succeeds late President M. M. Walter.

NATION'S BUSINESS

Are We Geared For Past or Future?

We hope the Government of Canada will before long arrange for a very major and thorough Royal Commission review our whole financial machinery.

A very great deal of the value of such an examination will depend on the intellect and stature of the men appointed to make the enquiry. It will be far better to have no examination at all rather than a foolish one.

In the past quarter century, there has been a profound revolution in our economic system yet our financial mechanisms have remained virtually unchanged.

What was thought serviceable for the circumstances of a quarter century ago may not, on objective appraisal, be so impressive today nor for the needs of the next quarter century.

Any financial review should examine whether it is wise to leave the Bank of Canada as both manager of the money supply and manager of the national debt. It would appear that sometimes those two tasks may create difficult internal conflicts of interest. In the U. S. the jobs are separate.

Another point for re-examination and clarification is where responsibility for management of the Canadian exchange rate lies. At present the Bank of Canada can sometimes "do something" about the exchange rate through its powers to affect interest rates. But decisive and positive action on the exchange rate rests with the Minister of Finance who controls the Exchange Equalization Fund and the power to tax to replenish it when necessary.

Is the legislative framework of a quarter century ago appropriate now and for the coming decades for the chartered banks, the insurance companies, the trust companies, the personal loan institutions? Are the investment dealers geared up for the past or for the future?

In view of the profound and sweeping nature of the economic changes which have taken place in recent decades, those concerned about coming decades have many very basic questions to ask.

* * *

Heavy Guns Still in Reserve

In Ottawa this week, Finance Minister Fleming announced extremely important moves designed to ensure that this country will be allowed to nurture its national character, and that its residents will be encouraged to share in its economic development — and control.

The Minister is a man of political courage. He has gone considerably further in making a start on his government's Canadianization program than most people had expected.

Through tax measures announced in his mid-year budget, he has devised ways of making it more attractive for Canadians to invest in Canadian enterprises. He has moved to slow down the sellout of Canadian assets to foreigners by abolishing some of the tax incentives and advantages given to outsiders when they invest in Canadian ventures.

In view of the controversy about the Governor of the Bank of Canada, it is interesting to note that the thinking and the action in the baby budget is very much in line with the thinking revealed in recent public speeches by Governor Coyne. It is now apparent that Messrs. Fleming and Coyne very much see eye to eye.

The current announcements are only part of the government program for creating a better balance in our economy. The assist to small business is worthwhile. The move to encourage Canadian corporations and governments to do more money-raising at home is very sound and not only because this will lessen our balance of payments worries.

Yet to come is legislation which is intended to have important effects on the investing activities of those enormous reservoirs of savings, the life insurance companies.

The measures taken so far all point in the right direction.

Canada's basic problem is how to get growing again. Slow economic growth in recent years and, at the moment, no growth at all have resulted in very deep-rooted problems, including serious unemployment. The next few years will bring large masses to working age for the first time, further aggravating an already grave situation.

Drastic measures that would give a big and prompt forward jolt to the economy have not yet been employed. There are many more areas where tax incentives could be employed.

The thinking now revealed suggests Fleming may have some very heavy artillery in his Easter budget.

The Mild Hint Can Produce Wide Effects

By PAUL S. DEACON
FP Investment Editor

The baby budget does nothing very drastic to the investment community. But it is very powerful hint of government attitudes and possible further moves.

And to everybody who buys and sells securities, a hint is usually as powerful as a hit on the head.

So the mild new measures may actually prove to have quite far-reaching effects.

To retain their present tax position, the pension funds and investment companies in Canada will be required to accept restrictions on the diversification of their portfolios.

Pension plan trustees must derive at least 90% of their investment income from Canadian sources, mutual funds 75% of their gross revenue in dividends from taxable Canadian corporations, to keep their tax status.

While portfolio managers may object to this feature of Finance Minister Fleming's baby budget, it appears to be a logical part of the price Canadians must expect to pay if they are to find the money in Canada to finance a larger amount of their own growth.

On the other hand, this new feature of our tax laws makes it all the more necessary that the range of Canadian investments available for purchase be broadened as much as possible.

Mr. Fleming didn't do anything to push foreign-owned companies here into making stock available to Canadians.

But he prepared the ground for an increasing supply of funds that can be invested in these firms if their foreign parents decide to invite Canadian participation.

The assets of the Canadian pension funds are growing at the rate of $300 million a year, and their total assets exceed $3 billion.

This is a colossal sum and how it is invested profoundly affects the Canadian economy.

At the end of 1959, they held $239 million of Canadian common stocks and $31 million non-Canadian commons.

Of the $296 million they added to their holdings in 1959, $57 million went into Canadian common stocks and $8 million into foreign stocks.

Thus already, the pension fund portfolios have 89% of their common stock holdings in Canadian issues.

Although 14% of the 1959 increase in common holdings was accounted for by foreign issues, this may have been due in part at least to the rise in market value of those stocks in a period when Canadian stocks were drifting downward.

In any case, there is more leeway than this for further investment in foreign stocks. The 90% minimum applies to all forms of investment income, and virtually all the rest of the assets are Canadian.

Investment companies eligible for special low (21%) tax treatment already must derive at least 95% of their income from investment in shares, bonds and marketable securities. Now they must get 75% of this income from dividends of taxable Canadian corporations by 1963.

This should be no hardship for most mutual funds.

There are a couple of Canadian funds specializing in U. S. stocks.

Another, **Commonwealth Leverage Fund of Canada,** recently altered its charter to permit investment outside the country, but its officials said at the time that they intended to limit foreign stocks to a relatively minor part of the portfolio.

Still another one affected, undoubtedly, is **Mutual Bond Fund,** which gets its money in interest on bond holdings, not dividends as required under the new arrangement.

There have been indications that new funds might be started here to invest in European stocks.

Shareholders of such funds would not be eligible for the 20% tax credit now.

These tax factors may discourage some investors from putting their money in these funds. However, this shouldn't put the funds out of business by any means.

Lots of Canadians have bought U. S. and European stocks in the past couple of years, even though they couldn't get the 20% dividend tax credit.

The main thing is that there are some additional special rewards now for investing Canada — rewards that should influence some of the largest collectors of savings.

FP records

SIGNS AND PORTENTS

SHADES of high U. S. ownership in Canada? **Austrians watch with "growing concern"** as 75% of investment for construction of production facilities come from West German sources, even though foreign companies have to incorporate and keep separate books in Austria, pay higher taxes.

* * *

DEEP THINKING leaders of Canadian business can relax. **A medical survey says they're less liable to high blood pressure than those in "quiet" occupations.** Seems the real sufferers are those in personal services such as waiters, synagogue keepers, washroom attendants.

* * *

CANADIAN DRUG companies are becoming apprehensive over product liability suits. Burden of proving liability, lawyers say, is being whittled away. **Courts are tending to support plaintiffs** in suits. Advice from lawyers: Don't depend on disclaimers. Courts are inclined to ignore them.

* * *

GIFT SUGGESTION: A U. K. wine merchant located some of the supposedly extinct Cognac Napoleon 1811 (Grande Reserve). **Asking price is $2,800 a bottle.**

* * *

FOWL ALARM: In Scotland's **Ballantine Distillery** 19 curious geese, led by a gander named Mr. Ballantine, march among the stacks of whisky cartons. They sound a loud hiss whenever a stranger approaches.

Who steals from the mails?

In fiscal 1959/60, there were 1,564 investigations of mail thefts in Canada. They resulted in 348 prosecutions.

54 Post Office workers were charged (and 77 others were fired without prosecution).

294 people not connected in any way with the Post Office were prosecuted.

Watch That Cash: Thefts from Mail Heading for High

By TERENCE ROBERTSON

Thefts from the mails are expected to reach a new high in fiscal 1960/61.

More investigations into postal offenses are in hand now than at the same time in any previous year, FP was told this week.

"This is due to an increase in criminal activity generally across Canada, coupled with the growth in mail services," a Post Office official said.

Convictions for postal offenses have more than tripled since the 1956/57 fiscal year.

But more stolen property is being recovered and fewer robberies are successful.

Despite the numerical increase in mail thefts your letters actually stand slightly less chance of being rifled today.

Since 1956/57, chances of a letter being stolen have dropped from 112 per million to 101 per million posted.

Nearly 4,000 million pieces of mail were handled in 1959/60.

But don't bank on the odds to protect yourself.

"Our main problem," said a Post Office spokesman, "is that people still persist in sending cash through the mail. We try to discourage it wherever possible.

"If we hear of firms advertising for customers to send cash with a coupon for goods, then we visit the firm and point out the risks.

"Some of them drop the practice after that, but those who refuse cannot be forced to do so," he said.

"Recently in Toronto a firm offering premium coupons received several bags of replies. They were delivered through the front door by the postman and one of the firm's employees slipped them out the back door into his car.

"He knew most of the envelopes would contain cash."

According to the Post Office, mail thefts are directly related to economic conditions generally and to various times of the year.

The spokesman said: "In so-called recession periods we find pilfering inside the Post Office tends to rise. Because of Christmas, December is usually the worst month of all.

"Another bad period comes when charity organizations launch big campaigns for cash.

"Last year in Ottawa, a Post Office sorter was discovered stealing contributions to the **War Amputations of Canada** key tag service."

An official of the War Amps told **FP**: "We receive most of our contributions in coin-by-mail cards. Although we cannot tell how much is lost in transit through the mail, we do not put it higher than 1%."

As War Amputations send out 3.5 million requests each year

(Continued on page 2, col. 2)

How Thieves Get the Mail

Here are some typical mail thefts of 1960:

Jan. 27 — Montreal mail truck held up by four bandits. Registered mail valued at $40,000 stolen.

March 3 — Two men convicted of stealing five bags of registered mail in Sarnia.

March 5 — Former Post Office employee convicted of stealing more than 1,000 letters at Sydney, N.S.

May 5 — Toronto Post Office sorter convicted of taking $9.70 from coin-by-mail cards.

June 17 — Two men and a woman sought in Trenton, Ont., for thefts from mails and Post Office cash boxes.

July 27 — 16 bags of mail stolen in hold-up of a Brantford-to-London mail truck.

July 29 — $43,000 stolen in hold-up of Queensville, Ont., mail truck.

Aug. 2 — Niagara Falls couple found in possession of stolen cheques, pay stamps and keys to open mail boxes.

Sept. 8 — Hamilton mail truck held up and six bags of registered mail stolen.

Sept. 29 — Toronto mail carrier convicted of stealing seven letters each containing a $1 bill.

Oct. 25 — Port Credit, Ont., postman convicted of stealing letters containing cash donations to a church charity.

Here's a Big New Market For Canadian Researchers

By W. L. DACK

For the first time, Canadian research teams are being given a broad opportunity to bid on projects in U. S.

Most of the jobs are in U. S. defence and come under the Canada-U. S. defence production sharing agreement.

They could start to pay off in important research work next year.

They will likely boost Canadian industry's chances of capturing a greater share of U. S. defence work.

A number of jobs have already been opened up to Canadian research authorities on a selective bid basis. And several Canadian research organizations have entered bids.

The fields vary widely.

U. S. military agencies are interested in biological and chemical warfare; the metallurgy of Caesium (one of the alkali metals); properties of elastomers at high temperatures; instrumentation and equipment for manned space vehicles.

Specific problems in these fields have been thrown at Canadian industry.

Among those bidding on several of these projects is Ontario Research Foundation.

"We have the brains and research facilities up here to do much of this special work. But this is the first time we have been given real assistance in competing for those jobs," an ORF official told **FP** this week.

Defence Production Department in Ottawa has prepared an extensive index of Canadian research and development capabilities and distributed it to U. S. defence authorities and industry.

DDP has also tried to impress

(Continued on page 2, col. 6)

They Forecast Poor 1% Rise For Retailers

By RAY MAGLADRY

A so-so year for retailing seems to be ending on the same note.

Most stores have been struggling to maintain their Yule volume at the 1959 level.

Across-the-board, Christmas business probably has equalled last year, but observers rule out any substantial gains.

That would mean a total 1960 volume of $16,200 million, hardly 1% better than 1959, the retail experts say.

A late, sunny fall, unemployment, caution among bargain-conscious shoppers all played a part in taking some zip from the mid-November to Christmas period.

The Yule rush was very slow in starting this year.

"Seasonal items like winter wear hardly ever make up the lost ground when that happens," a retail sales manager says.

On the whole year, lagging sales of major appliances, home furnishings, building materials have slowed the pace.

Photo trade, cosmetics, toiletries, variety store sales have been relatively strong.

Clothing and footwear have held to the 1959 pace.

Department store business was spotty most of the year, but has shown a year-to-year gaining trend of 3%-4% in the last two months.

* * *

What do retailers and other small business people say about the new tax changes?

"Finance Minister Fleming is perfectly right — the lower tax rate for profits up to $35,000 will help many retail businesses," E. F. K. Nelson told **FP**.

He is general manager of the Canadian Retail Federation, with 41 member associations across Canada representing the bulk of medium and large retailers.

"We have asked the Minister several times to increase the $25,000 figure at the 21% tax rate.

"This will free money for enlargements and improvements of retail operations.

"It should lead to more personal businesses becoming incorporated companies."

Oscar James of **James Bros. Ltd.,** men's clothing manufacturers, and an official of apparel and textile organizations told **FP**:

"In calling on 500 independent retailers, I find they could benefit more from somewhat easier credit restrictions," he says.

"Majority of such small stores are under-financed. A change here would help more than the tax change in the budget.

"The average little retailer is likely to ask — how do I make that $35,000 profit?"

"As a whole, the budget expresses a determination to give more encouragement to Canadian development by Canadians and of its recognition of small business and secondary industry," David Gilbert, general manager of Retail Merchants Association, told **FP**.

The tax change is important since it follows other moves by the government designed to aid small business, including government-guaranteed loans, he says.

"The budget should stimulate Canadian investment, increase our production and employment, give us a better competitive position as a country."

FP rounds up

The Outlook

Facts and expert opinion on the economic weather ahead . . .

By DALTON ROBERTSON

UNEMPLOYMENT this winter is expected to reach a postwar record **with at least 10% or as high as 12% of Canada's work force out hunting for jobs.** By mid-November, latest estimates available, job seekers accounted for 6.6% of the work force — higher than at any similar point in the 1950s.

There is little evidence in this week's supplementary budget that government moves will in the immediate future reduce this likely percentage by any appreciable amount.

But whatever the damper put on business by unusually high unemployment, **a growing number of prognosticators are now saying that, over-all, the recession may well be on the mild side.** Gross national product, it's forecast, probably won't fall much below the $35 billion annual rate of the second quarter 1960 — and will start to pick up again by mid-1961.

One reason to expect only a shallow dip in business activity is this: **Mild adjustments quite often follow periods of only mild expansion.** And indications are that this will be the case in 1961, according to Dr. Eric Sievwright of Economic Research Corp., Toronto and Montreal business consultants.

"The nature of the 1958-60 expansion tells us much about the decline which seems to have begun in January, 1960," he recently told a Hamilton audience. **The 1959-60 expansion was only half as forceful as the 1954-56 boom.** GNP went up 6% from the beginning of 1958 to the beginning of 1960 as against 12.7% in 1954-56. Personal income advanced only 5.5% vs. 10.5%, industrial production 6.8% vs. 11.3%; corporate profits 11.1% vs. 20%.

This means it probably won't be as far from the peak of the last expansion to the trough of the current recession — especially on the inventory front. In the last recovery, inventories were only built up by $300 million or about 8% as against $900 million or 27%. By this reasoning, it won't take too long to bring stocks down into a healthier relationship with current demand.

If the downturn is mild, 1961 could well be a year of mixed business news where reports of continued weakness contrasted sharply with signs of resiliency:

▶ **Industrial production will probably continue to ease down through to the summer of 1961** before a fall pickup pushes output to a new record, perhaps early in 1962. The decline could be 3% - 4% or so from current levels, leading to an over-all decline of 6% - 7% from last January's record.

▶ **Exports, however, may well avoid a slipback.** Up 7% - 8% this year, it's expected that foreign sales will at least hold their own next year, perhaps increase very slightly if Europe's boom continues through 1961.

▶ **Corporate profits, though, are likely to continue their present**

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Look For It Here

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Thefts from Mail Heading for High

(CONTINUED FROM P. 1)

and figure on a 40% return at 50c each, the annual loss may amount to about $7,000.

Canadian National Telegraphs and **Canadian Pacific Telegraphs**, which also collect payments in coin-by-mail cards, say their losses are "negligible."

But the Post Office is against this coin-card method of collection for another reason.

"The coins damage our cancelling machines," said the Post Office spokesman. "Folders do help, but we're not overjoyed when the machine hits a 50c piece and ruins a die."

A. de Gaspe Tache, head of the Post Office Investigations Branch in Ottawa, told **FP**: "We constantly warn against sending cash by mail.

"Although we are dealing with an increase in robberies, our security measures are proving effective. But in every theft some money is lost and cannot be recovered.

"**If people have valuables to mail** they should use money orders, or make sure the package is registered and insured.

"In that way they can be sure of getting something back even if they are the victims of theft."

During 1959/60, money orders to the value of $140,000 were stolen from the mails. But the bandits were able to cash only $200 worth of them.

Postal authorities think that the points at which mail is stolen while in transit are divided between internal and external temptations.

"Individual items that look as though they might contain cash or valuables are usually stolen internally — on the sorting table or by the mail carrier," I was told.

"But mail in bulk is usually lost through armed hold-ups by non-Post Office personnel."

The Outlook

(CONTINUED FROM P. 1)

decline through most, if not all, of 1961 — although the drop may well not be as sharp as it was in the early months of this year. Profits before taxes decreased 12% in the first six months of 1960.

▶ **But recession or no recession, indications are that total personal incomes will edge up slowly.** Unemployment insurance payments will help sustain incomes while a growing population will continue to receive bigger social security payments. These government payments are having a bigger and bigger stabilizing influence on Canadian income because, as Dr. Sievwright points out, 11.2% of personal incomes now derive from "transfer" payments as against 6% in 1945.

▶ **Business spending on new plant and equipment is likely to stay in the doldrums, but this will be offset in good part, if not completely, by higher spending by all governments** — most of the increase designed to spark production and employment. One estimate of the increase in spending by all levels of governments comes from J. W. Popkin of Sun Life Assurance Co. — up at least $100 million.

Slow growth during the 1958-60 expansion may point to a mild recession, but it also means that 1961 will be a year of high unemployment compared to the average in the last decade. Note what William C. Hood of the University of Toronto recently pointed out to the Senate Manpower Committee:

"One overriding fact is that the rate of growth of demand for the output of the Canadian economy has receded from the very high levels achieved in the earlier years of the 1950s (because of surging exports and a high rate of family formation, factors not now so powerful). This implies a decline in the rate of growth of demand for labor **which, coupled with a continuing rate of growth of the labor force, is making for a persistent rise in the level of unemployment.**"

Aside from the impact of government policies, **the consumer is the most likely source of new strength for the 1961 economy.** But so far, the consumer has shown some hesitancy about spending, despite the fact personal incomes give signs of holding level or increasing slightly. Retail sales, for example, show little quarter-to-quarter or year-to-year change.

But retailers might note a fact brought out by Dr. Sievwright: There has been a remarkable growth in the past decade in the amount of money the consumer has to spend after he's paid for the necessities of life. Sievwright estimates that **total after-tax income in Canada has doubled since 1949 while "discretionary income", what's left over after running a household, has gone up by 160%.** The wherewithal for better retail sales, in short, is there.

Coronation Mtge. To Change Name

Coronation Mortgage Co. of Vancouver is to become exclusively a holding company, under the name **Coronation Credit Corp.**

It is now an operating company in British Columbia and Alberta, and owns operating subsidiaries in Quebec. A new subsidiary has recently been set up in Ontario.

A new subsidiary, bearing the original name, will be established to continue operations in the west.

Shareholders will vote on the proposals Dec. 30.

Recent price: $11⅞.

Excelsior Will Take Over All Aetna Business Here

Excelsior Life Insurance Co., Toronto, will soon become the sales outlet in Canada for all coverages normally supplied by **Aetna Life Insurance Co.,** Hartford.

This confirms expectations at the time Aetna acquired a 70% interest in the Canadian insurance company for a reported $5.2 million (**FP**, June 18).

Aetna is the largest stockholder-owned life firm in the U. S., with over $23,000 million insurance in force at the end of last year, most of it in group life. Assets totaled $3,800 million. It had $656 million in force in Canada (90% group) and assets of $45.6 million.

Excelsior assets amounted to nearly $110 million at the end of 1959 and insurance in force totaled $498 million, bulk of it in ordinary life.

Transfer of Aetna's sales activities in Canada to Excelsior will be done in stages, ordinary life policies first, accident and sickness coverages and group business later, companies say.

On Jan. 1, all Aetna Life sales agents will become representatives of Excelsior Life.

ANNOUNCEMENT

RUSSELL H. SMITH

The appointment of Russell H. Smith as vice-president of Hysol (Canada) Limited has been announced by Mr. G. H. C. Smith, President.

Following graduation from the Universities of Manitoba and Toronto, Mr. Smith has gained extensive experience in the electrical industry in Canada.

Trans-Canada Gas Sales Still Rising

Trans-Canada Pipe Lines has delivered 8.7 billion cu. ft. of Canadian natural gas to the U. S. midwest since October.

The deliveries to **Midwestern Gas Transmission Co.** are the beginning of export sales that will amount to over $4 million under the original contract.

"Acceptance of natural gas in Manitoba has been most encouraging," president James W. Kerr stated recently in Winnipeg, "and has resulted in a 25% increase in our sales in this province."

As another indication of the expanding sales in Manitoba, Mr. Kerr announced negotiations have been completed with **Inter-City Gas,** Portage La Prairie, which will result in a 26% increase in sales to that company next year.

Trans-Canada's over-all sales picture continues to improve. A new daily peak of 610 million cu. ft. was reached Dec. 12, an increase of 70% over peak day last year.

Mont Gabriel Bonds Offered

MONTREAL (Staff) — A new issue of $800,000 6½% first mortgage sinking fund bonds, due Dec. 1/75, of **O'Connell Mont Gabriel Lodge Inc.** is being offered to the public at par by **Crédit Interprovincial Ltée.**

Proceeds will be used to help finance purchase of Mont Gabriel Lodge, the year-round Laurentian resort acquired from **H. J. O'Connell Ltd.** for $1,035,000 (**FP**, Dec. 10).

In addition, an option has been granted on an additional 14.9 acres for purchase prior to Nov. 23/62.

The optioned land is not subject to the mortgage and floating charge securing the issue.

Bonds are redeemable on 30 days' notice at a premium of 6½% to Dec. 1/61. Premium then reduces by 0.5% yearly. For sinking fund purposes, premium will be reduced by 50%.

Company estimates profit before depreciation in /61 at $114,400.

In addition to current financing, prospectus lists outstanding capitalization at Nov. 30/60 as $125,000 5¾% loan, $200,000 6½% general mortgage bonds, due Dec. 1/75, 750 shares 4% non-cumulative redeemable preferred stock, $100 par, and 5,005 common shares, $1 par.

Principal shareholder is Donald M. Mumford, president. Mumford is also vice-president of **Hilton Hotels Canada Ltd.,** and general manager of Montreal's Queen Elizabeth Hotel.

Prospectus states that number of shareholders will be limited to 20, not including present or former employees of the company.

Shares are not transferable without consent of the majority of directors.

Officers and directors are Donald M. Mumford, president, H. J. O'Connell, vice-president, P. E. Kierans, secretary-treasurer, J. L. Levesque and A. C. MacDonald, all of Montreal.

First Financing By N.B. Body

FREDERICTON (Staff)—A $15 million issue of New Brunswick Electric Power Commission bonds, sold privately in U. S. at par, marks the first time the commission has done its own financing. Previously capital has been provided through the sale of provincial debentures.

The new issue, placed by **First Boston Corp.** and **Harris & Partners Inc.,** carries a 5¼% coupon and matures in 1986. It is guaranteed by the province.

The revision of government policy is expected to result in generally improved financing for the province and the commission, government spokesmen believe.

Manitoba Names Counsel To Study Brandon Packers

WINNIPEG (Staff) — A. S. Dewar, a Winnipeg lawyer, has been named special counsel by Attorney-General Sterling Lyon.

His job is to sift the evidence presented to the special committee enquiring into the **Brandon Packers Ltd.** strike, (**FP**, Nov. 19) and report on whether any offences were committed under the Criminal Code or relevant Manitoba legislation after control of the firm was sold to Hugh Paton and D. H. Cox by Brandon businessman J. C. Donaldson.

This action followed a letter from Mr. Justice Tritschler, chairman of the strike enquiry commission, to Manitoba's minister of labor. The letter referred to testimony on the financial affairs of the firm, and proposed that it be brought to the attention of the attorney-general.

Meanwhile, 65 minority shareholders and bondholders, meeting in Brandon, have instituted "legal proceedings to preserve the property of Brandon Packers." Acting for the minority group are R. A. Clement, Q.C., of Brandon, and G. R. Hunter, Q.C., and Alan Sweatman, both of Winnipeg.

Minority shareholders own 6% of outstanding shares. Remainder is owned by **Great West Saddlery Co.** which bought the company in 1958.

Paton and Cox are senior officers and substantial shareholders of Great West. Paton said that Great West has made a standing offer of $15 per share to minority Brandon shareholders, whose stock was originally distributed as a bonus with a bond issue.

Bonds outstanding at Jan. 31, 1960 were $361,100 5½% first mortgage S.F. bonds due Dec. 1, 1971.

The Tritschler commission, originally set up to investigate causes of the six-month-long strike at the plant, is now adjourned sine die.

Quebec Hydro Less Rosy In Its Gas Sale Forecasts

MONTREAL (Staff) — Estimates of potential profits for **Quebec Hydro,** had it retained its gas distribution facilities, seem to have been not quite as optimistic as some of the original **Quebec Natural Gas Corp.** forecasts.

Testifying before a provincial Royal Commission, Raymond Latreille, a Quebec Hydro engineer, said the utility's gas committee in 1954 estimated a profit of $1.7 million in the fifth year after conversion to natural gas.

Forecasts by **Commonwealth Services Inc.** in 1958 were that Quebec Natural Gas would have a profit of $725,600 for year to June 30/60 and $4,415,300 in fiscal 1963, its fifth year of operation.

Actually QNG lost $5,461,453 in the year to June 30/60 (**FP**, Oct. 22).

The Royal Commission is probing sale of Hydro's gas system to the company in 1957 and purchasing practices of the government during the National Union regime.

According to a report tabled in the Legislative Assembly by Daniel Johnson, Hydraulic Resources Minister in the Sauve government, Hydro received $32.7 million for its gas system and subsidiaries, **Montreal Coke & Manufacturing Co.** and **Keystone Transports Ltd.**

These assets were carried on Hydro's books at $13.7 million at Dec. 31/54. Additions after that date to time of sale were valued at $4.5 million.

Latreille said Hydro's gas committee forecast net revenue of $159,800 in its first year after converting to natural gas from Western Canada, $448,300 in the second year, $681,900 in the third, $1.1 million in the fourth and $1.7 million in the fifth.

Quebec Natural Gas was formed in mid-1955.

The Royal Commission is headed by Mr. Justice Salvas. Other members are H. I. Ross, Montreal chartered accountant, and Jean-Marie Guerard, Quebec lawyer.

Interprovincial Wants to Carry Liquids to U.S.

Interprovincial Pipe Line Co. claims it would be prepared to extend the U. S. section of its system from Superior, Wis., into the Chicago area for the transportation of natural gas liquids.

This would be based on market availability and providing import into U. S. complies with import regulations.

Pipeline tariffs for the transportation of the liquids would be competitive with any other pipeline proposition, it is said.

The present Interprovincial-Lakehead system from Edmonton to Superior has adequate capacity for the estimated market demand for natural gas liquids in Chicago area for the next year or two.

Thus the only capital cost involved would be the expenditure on the time from Superior to Chicago.

Stovel-Advocate Wholly Owned

Stovel - Advocate Press Ltd., Winnipeg, is now a wholly owned subsidiary of **Lawson & Jones Ltd.,** London, Ont.

In April /60, Lawson & Jones offered $11 per preferred share and $1.75 per common share of Stovel-Advocate (**FP**, Apr. 23). There have been no changes in senior directors or management personnel of the Winnipeg company, which continues to operate its printing, lithography, electrotyping and bookbinding business.

A former subsidiary of Stovel-Advocate Press, **Stovel-Advocate Publications Ltd.** (publishers of 10 trade journals) has been purchased by A. H. Strock of Winnipeg, secretary-treasurer of Stovel-Advocate Press.

Researchers' New Market

(CONTINUED FROM P. 1)

Washington with the need for placing more of this work in Canada.

In many instances, this type of project must come first before Canadian industry can bid on an equal basis for some U. S. defence jobs.

Officials told **FP** that there's a widening understanding in U. S. of both research and production capabilities in Canada.

The flow of enquiries to Canada is increasing rapidly, they said.

Some of these are being followed up by visits from U. S. Army and USAF teams.

U. S. defence procurement in Canada in 1960 will probably closely parallel 1959's $96 million.

Expenditures might be stepped up considerably next year.

The U. S. "Save the dollar" and "Buy American" policies won't affect defence production sharing with Canada.

Provincial Transport Net For 10 Months Tops All '59

MONTREAL (Staff) — New information in connection with bond financing of **Provincial Transport Co.** (**FP**, Dec. 10) shows a big improvement in company's earnings this year. It also shows a loss on sale of shares in an associated company.

Bus Holdings Ltd., new interests in control of company (**FP**, Dec. 3), under an offer expiring Dec. 15, in mid-November offered $15 per share to the minority common stockholders. Most of them took the offer. Price was about 10 times earnings of $1.49 per share in /59.

Now it is revealed that net profit for the 10 months to Oct. 31/60 was $755,135, 28% above the $590,543 profit for full /59.

No financial information was given minority shareholders at the time the offer was made. They were informed by Bus Holdings that "future dividend policy if any . . . should not be measured in the light of past dividend payments."

Past dividends had constituted 88% of available earnings.

Prospectus covering issue of $4 million first mortgage bonds of **Provincial Transport Realties Inc.** says /60 loss of $400,000 on sale of **Avis Transport of Canada Ltd.** shares was charged to surplus.

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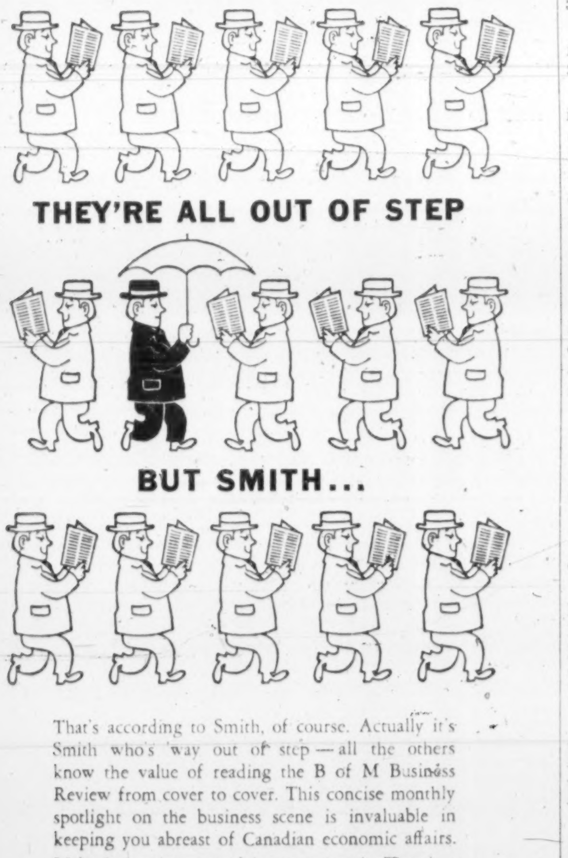

That's according to Smith, of course. Actually it's Smith who's 'way out of step — all the others know the value of reading the B of M Business Review from cover to cover. This concise monthly spotlight on the business scene is invaluable in keeping you abreast of Canadian economic affairs. Make it a point to read it every month. There's a personal copy available for you — even if your name *is* Smith. Just drop a line today to: Business Development Department, Bank of Montreal, P.O. Box 6002, Montreal 3, P.Q.

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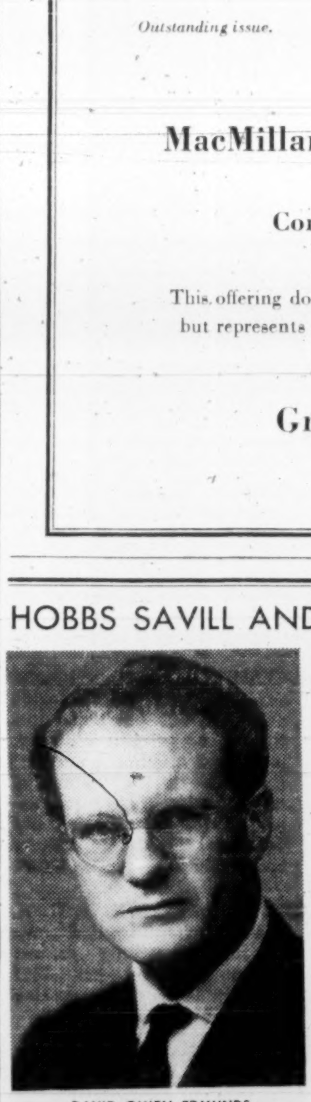
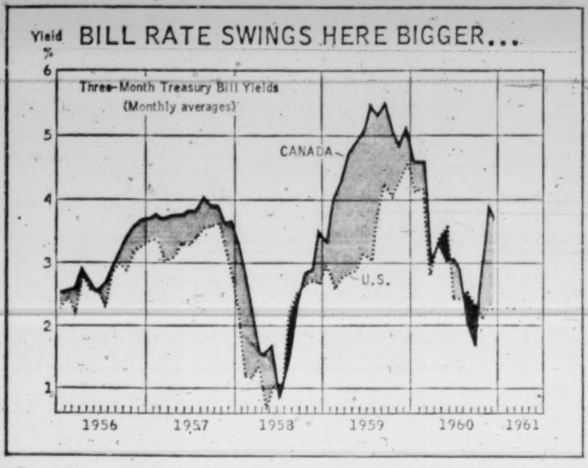


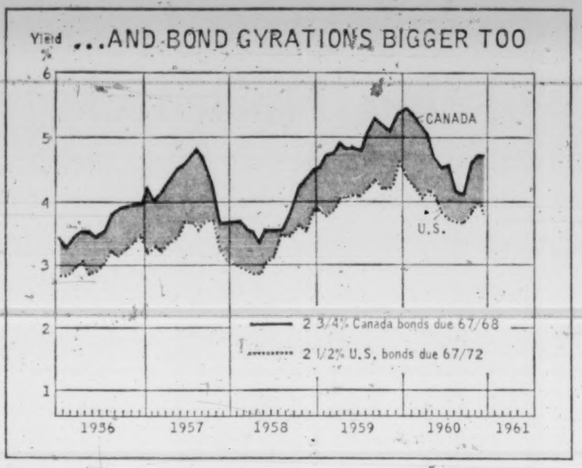
DAVID OWEN EDMUNDS

NORMAN KIRKLAND

PETER CLEGG

Mr. L. H. N. Bickmore, President, announces the re-organisation and expansion of the Company's operations. Mr. David Owen Edmunds has been appointed a Vice-President and Mr. Norman Kirkland, F.I.A., A.S.A., has been appointed Actuary and Vice-President. They will be located in the Toronto office. Mr. Peter Clegg, B.A., C.L.U., has recently joined the Company and he will be in charge of the Vancouver office which will be opened early in the new year. Mr. Edward Rose, Vice-President, will remain in Montreal.





Have They Really Got a Case Against the Bank of Canada?

Here's what you should know to understand the loud fight over the Bank of Canada's policies . . .

By PAUL S. DEACON

In the fuss over the Bank of Canada and its governor, James E. Coyne, the major complaints have revolved around the bank's interest rate policy and the money supply.

Basically, the small group of university professors yelling for Mr. Coyne's head (FP, Dec. 17) thinks the central bank has made money too expensive and too hard to get. The professors say they have lost confidence in the governor's ability to direct the bank's operations in the nation's best interests.

In addition, several prominent bankers have questioned the bank's policies, less bluntly, perhaps, but nevertheless with considerable force.

Just how does the central bank's record stand up? Has it been too tight-fisted, or too slow, or too much concerned with inflation?

No single statistic or set of statistics can answer this. Any figures you do get mean different things to different people.

And any interpretation is an exercise in hindsight — worthwhile, but not necessarily fair to the people who have to do the day-to-day running of the bank without benefit of all the figures their critics can amass later. Hindsight is a wonderful producer of wisdom.

To draw some kind of a picture of what the fight is about, however, FP prepared some comparisons of Canadian money conditions with those of the U. S.

The two economies are not strictly comparable because the timing of business savings differ, and thus money management operations must be different too.

Nevertheless, in a broad way, the two countries tend to move in roughly the same directions because Canada depends so much on the U. S. for its day-to-day business — in trade, in capital, even in moods. If you are going to compare our money conditions with those of any other country, therefore, it is logical to pick the U. S.

One chart on this page shows the changes in the reserves and reserve requirements of the U. S. Federal Reserve member banks. The same chart shows the liquid asset reserves and liquid asset requirements of the Canadian chartered banks.

The U. S. figures are cash reserves, less their borrowings from the central Federal Reserve banks.

The Canadian figures include day-to-day loans and treasury bills as well as cash, because since 1956, our chartered banks have agreed to operate not only within certain minimum cash reserve requirements, but also within minimum liquid asset requirements (cash, day-to-day loans, and treasury bills).

Bankers say that their liquid asset position has become a key factor in determining their ability to extend credit.

The overwhelming impression given by the charts is that there has been much wider fluctuation in Canadian bank lending power and in interest rates.

Why is this so? Bankers and other financial people queried by FP suggest that at least in part, it is because of the smaller size of our financial structure. It might also be related to differences in the type of banking operation in the two countries.

However, some of these expert observers blame the big swings in Canada mainly on the central bank. They claim it moves with too heavy a hand sometimes, other times doesn't step in soon enough or decisively enough to iron out the more violent fluctuations in interest rates.

And some of these big swings wouldn't occur, it is contended, if the chartered banks and the rest of the financial community had a better idea of just which way the central bank was headed.

* * *

LET'S LOOK at some of the points at issue.

Signals:

The Bank of Canada, it is claimed, should give better signals of the direction of its money management program.

This is one of the main reasons why there has been a renewed demand by several chartered bank presidents that the central bank's discount rate should be pegged once more.

The discount rate is the interest charged by the Bank of Canada on loans to the chartered banks and to approved investment dealers operating in the short term money market.

Since 1956 this rate has been set each week at one quarter of 1% above the average yield on three-month treasury bills.

In the U. S., U. K. and other countries, this is set at a fixed level, and it is changed only when the monetary authorities decide money should be made easier or harder to borrow.

Mr. Coyne abandoned this method of establishing the discount rate, because he feels it focuses attention on only one section of the money market — and one which in Canada has very little meaning because it is so thin.

The banks and dealers borrow from the Bank of Canada infrequently and for only short periods. In other countries, this type of borrowing is much larger in amount, and a regular occurrence.

The Bank of Canada takes the view that the financial community should watch instead and take their clues from the changes in the whole range of securities, from treasury bills to long-term bonds.

To help make this easier, the central bank issues increasingly detailed weekly tables and charts of such things as changes in the money supply, chartered bank assets, the central bank assets, and so on.

In general, when the central bank is easing money, it buys securities, putting more cash in the banking system. When it sells securities, it cuts the chartered bank cash reserves and thereby reduces their lending power.

But many bankers and dealers argue that even with the additional information the central bank gives on these securities operations, it is difficult to gauge the direction of monetary policy. In part, this is because the Bank of Canada can hide some of its moves (e.g. through transactions for government account).

One banker told FP: "We were convinced late this summer that all signs in the Bank's open market operations indicated that it wanted us to expand our lending and increase our holdings of securities.

"Soon after we started to buy, the boom was lowered, and we found ourselves forced to sell and draw in our horns. Bond prices plummeted like penny mining stocks in a short raid."

"Give us back the pegged discount rate. We can't tell what they want the way things are now," he said.

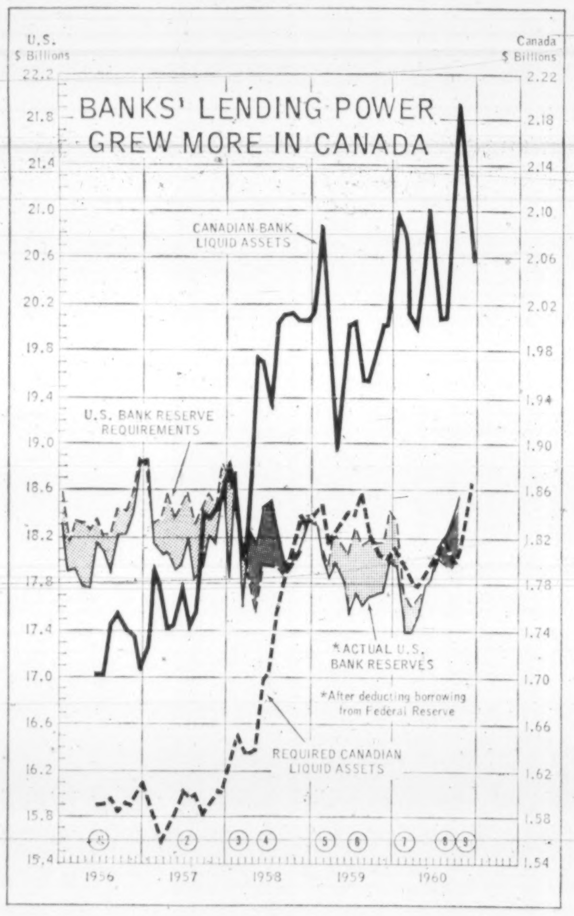
What would a pegged rate do?

"It it's at 6%, you have a good idea that the central bank thinks the economy needs to be restrained. If it's at 3%, you know it's more on the side of encouraging expansion.

"And if it moves from one rate to another, you can see the direction in which the governor is moving — toward business encouragement or restraint.

"You can't tell a thing from the gyrations in the treasury bill market, or the bond market right now. What in the economy demanded the big jump in interest rates in October and November, for instance?

"If there were a pegged discount rate, and the Bank wasn't changing direction, you would at least know that the rise in these rates were signalling no tight money policy. As it is, you can't be sure," the banker said.



1 **MID-1956.** Economy still booming, but some industries topping out (e.g. pulp and paper in Canada). U. S. unemployed 4.0% of labor force, Canada 3.3% (seasonally adjusted). Credit tightening.

2 **AUGUST 1957.** U. S. and Canadian stock prices head down as industrial production falters. U. S. unemployed 4.3%, Canadian 5.0%. Easier money starting in September.

3 **EARLY 1958.** Both U. S. and Canada use deficit spending by government to help offset recession. U. S. unemployed 5.8%-6.7%, Canada 6.5%. Money still easing.

4 **JULY-AUGUST 1958.** Conversion loan, in which Canadian government lengthened out average maturity of its debt by exchanging war bonds for bonds maturing farther in the future, required huge increase in money supply. U. S. unemployed 7.3%-7.6%, Canada 7.2%-7.5%.

5 **EARLY 1959.** Money becomes tighter. Coyne warns that money and credit ample to handle growth for some time to come. U. S. unemployed 6.0%, Canada 6.6%-6.3%.

6 **SUMMER 1959.** Canadian banks, which had been boosting loans rapidly, scramble for cash. Treasury bill rate zooms to 6.16% one week in August (U. S. 3.82%). Money supply held stable, then bank lending power cut. U. S. unemployed 5.4%, Canada 6.0%.

7 **EARLY 1960.** U. S. unemployed 5.2%-4.8%, Canada 6.1%-6.5%. Both U. S. and Canada ease money.

8 **LATE SUMMER 1960.** Treasury bill rate drops to 1.07% in September (U. S. 2.29%). U. S. unemployed 5.7%, Canada 7.2%.

9 **LATE 1960.** Rate jumps up again, to 3.9% in November (U. S. 2.33%). U. S. unemployed 6.4%, Canada 7.6% in October.

"The overwhelming impression given by the charts is that there has been much wider fluctuation in Canadian bank lending power and in interest rates . . ."

Can't the Bank of Canada use other ways of giving signals, if the trends in the over-all market are too obscure?

One suggestion is that there could be more frank comment by the central bank on its actions.

In the U. S., for instance, it is fairly common for the Federal Reserve authorities to make public some of the thinking behind its moves such as changes in discount rate, or bank reserves, or Fed activities in the securities market.

Timing:

Mr. Coyne's critics say he is slow in changing direction, that he tends to pursue a tight money policy too long in an upswing in business and has made money too easy for too long during the recessions.

Interest rate patterns in the two accompanying charts don't bear this out.

Although the swings are greater, rates in Canada started down sooner in 1957 and, in the case of treasury bills, in 1959 as well. On the 1958 upswing rates moved up fairly well in line with those in the U. S., even in the rather artificial atmosphere of the big conversion loan.

On the other hand, the increases in rates went much beyond those in the U. S.

One explanation suggested by some is that the Canadian securities market is much thinner than in the U. S. and so central bank moves tend to produce more violent reactions.

In the U. S., the changes are cushioned by the huge size and large number of banks and other investing institutions.

On the changes in chartered bank lending capacities, the timing in Canada has varied.

At the time of the conversion loan, chartered bank reserves were given an enormous boost to allow absorption of the large amounts of federal government bonds being issued in exchange for old Victory bonds.

Afterward, their reserves were held fairly steady, but they ran into a crisis in August, 1959, because of a rather headlong competitive dash to make loans.

Subsequently, their lending power was reduced by the central bank. This has generated criticism, because the economy was starting to slow down and their liquid position wasn't increased by the central bank until January, just about the time the actual business downturn started early this year.

The Federal Reserve in the U. S., moved sooner even though the downturn there occurred later.

Fiscal agent:

In Canada, the Bank of Canada is expected to advise the federal government on its debt management and handle its borrowing.

This means that sometimes its position as agent for the country's biggest borrower may not fit well with its role as central banker, charged with promoting the nation's economic health.

The most striking example of this type of conflict came during the 1958 conversion loan.

Although the central bank may have thought some increase in the money supply was appropriate in view of the relatively low business activity, only the need for marketing the bonds the government wanted to sell made it necessary for such a huge increase in money supply to take place so suddenly (see chart).

In the U. S., the Treasury handles its own financing and the U. S. central (Federal Reserve) bank looks after the money supply. Some believe this would be a good arrangement here too.

Interest rate policy:

Mr. Coyne is criticized for being too inflexible in his approach to interest rates and the money supply.

His detractors say he has the inflation threat so firmly fixed at the top of his list of things to fight, that he won't move to reduce rates when times are slack and deflation is the greater worry.

The charts suggest that interest rates in Canada have swung down as much or more than they did in the U. S. in recent years, when money was eased.

He is also criticized for allowing rates to swing too widely, at times in what would appear to be the wrong direction in relation to economic trends then existing.

This might have more basis. The sharp upswing in interest rates in October and November this year would appear to be one example.

On the other hand, investor worries about prospects of bigger federal government borrowing, the introduction of a new and competing form of security (the **Bank of Nova Scotia's** term notes), and the chartered banks' increase in loans outstanding, all contributed to the lack of demand for treasury bills and other shorter term securities in that period.

Exchange rate:

Mr. Coyne is accused of not doing enough about the price of the Canadian dollar in international markets.

The premium has encouraged imports and discouraged exports, because it makes our exports more expensive and the products of other countries cheaper.

If the Bank of Canada brought the interest rate down, it's reasoned, there would be less Canadian borrowing in New York, our securities already outstanding would also look less attractive and U. S. securities would look more attractive to Canadian and U. S. investors.

Therefore the flow of foreign capital into Canada would diminish, the demand for Canadian dollars would drop, and the premium on our dollar would disappear.

How would the interest rate be reduced?

By an increase in the money supply, most suggest, but no one knows just how much money would have to be pumped into this system to achieve this result. Interest rates went up, instead of down, in 1958 and 1959 after the big increase in the money supply that year.

On the other hand, investors were preoccupied with inflation fears then, and are unlikely to be so concerned with this now, it's argued.

Therefore, there could be a rise in bond prices and a drop in interest rates if the Bank of Canada put itself firmly behind such a move.

To back up this view, they point to the Federal Reserve series of moves to ease credit this year and the drop in U. S. interest rates since this began early in the year (see charts) Canada's rates have risen despite a recent increase in money supply because of uncertainty about the Bank of Canada's probable direction.

This has widened the spread between interest rates here and

(Continued on page 4, col. 1)

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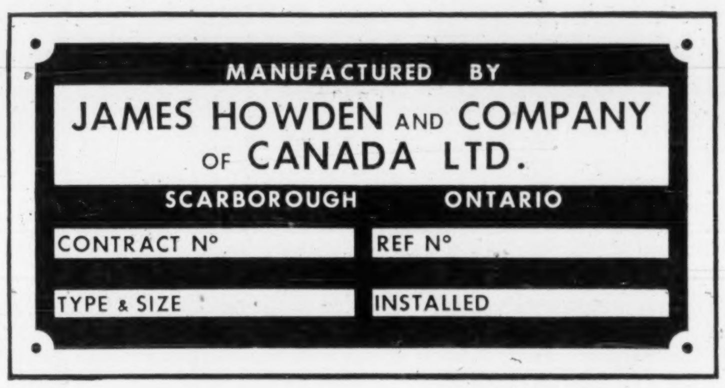

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Foreign Firms May Call Home Canada Funds

By P. T. DURRANT

Changes in the withholding taxes under the new budget will increase taxes for Canadian companies operating in U. S. and U. S. companies operating here.

It may also encourage subsidiaries and branches of firms in U. K., West Germany and several other countries to repatriate funds soon — before withholding taxes are increased for them as well.

U. S. parent corporations of wholly-owned Canadian subsidiaries are unlikely to be able to fully offset the higher rate of withholding tax on dividends paid by their subsidiaries, observers here say.

Canadian companies with U. S. subsidiaries will probably be in the same position if, as is almost certain, the U. S. brings its rate of withholding tax into line with the Canadian rate.

Income tax laws of each country make allowance for deduction of taxes paid in the other, but this allowance does not usually offset the foreign tax completely, it is pointed out.

The increased tax rate could affect the earnings of Canadian companies operating through subsidiaries in the U. S., T. S. Duncanson, president of **Moore Corp.** told **FP**. His own company derives the largest part of its income there.

Elimination of the 5% tax on dividends paid to non-resident parent corporations means that all non-resident shareholders will now pay the full 15% tax.

"It seems unnecessary and undesirable to continue an arrangement by which a non-resident corporation is granted a preferential rate, on the condition that it holds a large degree of ownership in the paying Canadian subsidiary," Mr. Fleming said.

Tax agreement between Canada and U. S. is of special significance in connection with the change because of the large volume of dividends going from Canada to parent corporations resident in U. S.

However, this agreement provides for cancellation of the 5% provision without termination of the rest of the convention.

Starting Dec. 22, Canada has increased its rate for all non-resident shareholders in U. S. to 15%.

Withholding tax on dividends paid to shareholders resident in other countries where the rate of tax does not continue to be restricted by a tax agreement, has also been increased effective Dec. 22.

Negotiations will be started as soon as possible with countries with which Canada has conventions providing for less than a 15% tax on dividends. Purpose will be to impose the full 15% rate in every case.

This would be an incentive for investors in U. K., West Germany and several other countries to withdraw funds from Canada as soon as possible to take advantage of the lower rate of withholding tax.

Offsetting this would be the prospect of taxes in the parent company's own country. But if the parent happened to be in a loss position in its own operations, dividends from the subsidiary might not incur any tax liability.

It is also possible that the increase to 15% may be made retroactive to Dec. 20/60, once the change has been negotiated with the foreign country.

There is no withholding tax now on dividends paid to parent corporations resident in U. K., except in special circumstances. Rate for West Germany is 2.5%.

Other countries with which Canada has tax conventions are Ireland, Denmark, Netherlands, South Africa, Australia, Belgium and Finland.

How Investment Firms Will Meet Stock Rule

By AMY BOOTH and VINCENT EGAN

A few Canadian investment companies, including mutual funds, may have to increase their holdings of Canadian equities substantially in order to maintain their present tax position.

Biggest incentive will likely come from shareholders themselves who stand to lose their 20% dividend tax credit if funds don't toe the "Fleming line".

Funds which qualified as investment companies up to the present, paid a special low rate of 21% tax on interest and other taxable income regardless of its country of origin.

Even NRO (non-resident owned) funds which elected to be taxed as Canadian corporations did not pay tax on dividends received from other taxable Canadian corporations.

But now new ground rules apply.

Funds that wish to retain their privileged tax status for themselves and their shareholders have three years in which to rearrange their portfolios.

By that time 75% of their gross revenue must be derived from dividends of Canadian tax paying stocks.

Fleming says in the past few years many companies have been switching more and more of their holdings to foreign securities.

For companies themselves, the penalty for non-compliance is loss of the special tax concession.

Even more significant however, shareholders will be hit squarely in the pocketbook. They will lose the 20% dividend tax credit payable on dividends of corporations whose income is derived mainly from Canadian sources.

At mid-week fund managers, lawyers and shareholders were trying to assess which portfolios met the new test, what if any switches could be made to conform.

Peter H. Cross, vice-president of **Commonwealth International Corp.** told **FP** that income from their U. S. holdings did not exceed 15% of total income.

Chief Canadian-owned mutual fund now deriving substantially less than 75% of its investment income from non-Canadian sources is the $11-million **American Growth Fund.**

Officials said they were studying the proposed amendment.

Another is **Supervised American Fund**, Montreal.

Majority of mutual funds in Canada stress growth as an investment objective, rather than income.

It is thought that funds that might be affected by the amendment might elect to forego the low tax rate, and continue to invest at will — rather than to re-arrange their portfolios to retain the tax privilege on income enjoyed by all mutual funds now.

The amendment does not apply to non-resident-owned Canadian mutual funds.

These are Canadian corporations whose stock is owned entirely outside Canada.

GEOLOGY FOR INDIANS

Northern Manitoba's Indians are to be invited to attend short courses on prospecting and ore identification under a plan organized by the federal Indian Affairs branch and a number of provincial departments. The classes, to be held at different points, are scheduled for January and February.

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Have They Got a Case Against Bank of Canada?

(CONTINUED FROM P. 3)

in the U. S., tending to push up the dollar premium once more.

On the other hand, the federal government, through the Minister of Finance, has the responsibility for the use of the exchange equalization fund. This has been neutral most of the time, used only to even out swings, with no net increase in our holdings of foreign exchange. If the government wants to push the dollar premium down, it could buy U. S. dollars and build up its holdings. Once again, no one knows how much money would be required, and it would mean taxing or adding to debt in order to raise money for this purpose.

The U. S. government is taking an active role in measures to strengthen its dollar. Our own government has been largely neutral in its approach to our reverse exchange problem until this week.

The Budget discouragements to foreign borrowing indicate it may take a more active role now.

Confidence:

This is the big intangible among the points at issue.

The chart on Canadian bank liquid assets, for instance, shows an increasing surplus of liquid assets over the agreed minimum of 15% set in 1956.

The chartered banks appear to be taking a more cautious approach to lending and investing than would seem necessary now that their reserves have been increased.

On the other hand, some bankers complain that they have been burned by sudden switches in central bank action, and they are leery about being caught again.

Investment dealers had some big losses in the sharp fall in bond prices in recent weeks. They admit that they may have built up inventories too much because of a conviction that the trend in interest rates was down.

Now they are unwilling to commit themselves even though the economic outlook still suggests that interest rates should be going lower, not higher.

The level of interest rates is not the sole determining factor in a decision by investors to buy or sell securities, they argue.

Stability of prices and rates, and an understanding of the thinking behind government and central bank actions, are equally important.

Here again, however, government policies may have just as big an effect on confidence as actions by the central bank.

If the politicians are headed in a direction that worries investors (this was undoubtedly a factor in 1958 in Canada and in the U. S. in 1960, for instance), central bank operations may be a minor factor in the market's confidence.

* * *

A LOT of the attention at the moment centres on the Bank of Canada.

Four important areas where its activities are watched closely have been complaining.

1. The investment dealers, who haven't liked their recent losses on bond-trading.

2. The chartered banks, for the same reason, for the lack of a fixed discount rate, and for less money than they think they need. Their profits depend on loans.

3. A small group of university teachers have not liked Mr. Coyne's speeches.

4. The government, where some members would like to blame the central bank for the country's ills. However, the rift between the central bank and the cabinet that seemed ominous in the early days of the Diefenbaker regime, appears to have closed.

* * *

THERE ARE SOME basic questions which responsible financial people would like to see re-examined and this applies both to admirers of Mr. Coyne's work and his detractors.

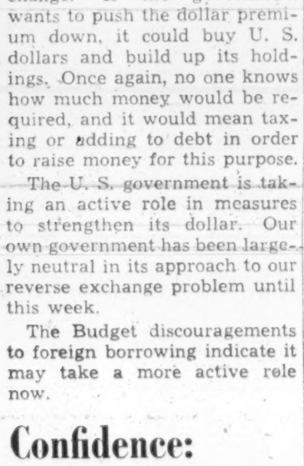
- **What** should be the relationship between the central bank and the government?
- **Should** the roles of fiscal agent and money manager be separated?
- **Should** the central bank be more open in explaining its moves?
- **Has** the discount rate a role to play in this?
- **Should** the government assume more responsibility than it admits now, for the direction of monetary policy and the harmonizing of its own actions to fit this policy?
- **We should** know whether our big swings in rates, the sudden switches that are complained about, are really necessary. Would they have been less abrupt if government and central bank action had been more in tune?

VANCOUVER OFFICE

Canadian Motorola Electronics Co., Toronto, will open a Vancouver office at 1430 Marine Drive N., on Jan. 1. Heading new office will be Alan Crawford and Fred Neveroski. S. Furneaux is sales representative for the new division.

ANNOUNCEMENT

IMPERIAL LIFE



LEONARD W. BUTT

Leonard W. Butt has been appointed Superintendent of Group Sales, The Imperial Life Assurance Company of Canada announces. Formerly Field Training Officer, Mr. Butt has been associated with the Company since 1922, largely in sales and supervisory capacities.

Note

By VINCENT EGAN

THIS WEEK'S baby budget confirmed the recent predictions of many professional investors that the Government's requirements of new money this fiscal year would remain at about the $210 million forecast in the spring budget.

By giving this confirmation, the budget could be a shot in the arm to the recuperating bond market. But this could well be offset by increased provincial and municipal financing here as a result of the increase in withholding tax on interest paid to non-residents.

* * *

A $2 million issue of **Northern Telephone Ltd.** 6% 20-year bonds, non-callable for 12 years, will be offered shortly at par by **Royal Securities**, it is expected.

* * *

Last week's $15 million Manitoba borrowing was finally divided into $3.5 million 5½% five year bonds (at par), and $11.5 million 5¾% 20-year bonds (at 99 to yield 5.83%).

* * *

Price was par, on the $15 million (U. S.) 25-year 5¼% New Brunswick Electric Power Commission bonds, guaranteed by the province (**FP**, Dec. 17).

* * *

Zeller's Ltd. is understood to have completed some $3 million sale-and-leaseback financing on its retail properties recently.

* * *

Royal Securities has placed privately $1 million **Mussens Canada Ltd.** 6¾% Series B sinking fund debentures, with stock purchase warrants, at par.

* * *

A syndicate headed by **Dominion Securities Corp.** was successful bidder on $1,063,733 Cornwall 6% - 6½% one-to-20 year serial debentures. Re-offering was on a 6.20% yield basis on six-to-10s, and 6.35% on 11-to-20s.

* * *

On the $4 million School District 39 (Vancouver) 5% 20-year non-callable serials, yield is 5.45% on one-to-five-year maturities, 5.60% on six-to-10s, and 5.75% on 11-to-20s. Issue is fully guaranteed by the province.

* * *

Besides removing geographical restrictions on its investments (**FP**, Dec. 17), **New York Capital Fund** has now dropped the words, "of Canada," from its corporate name.

Trading Stamps Ruled Okay When Redeemable on Demand

The legal cloud is lifting from trading stamp operations.

Supreme Court of Canada has ruled stamps issued by **Loblaw's** and **IGA** stores in Manitoba are legal, dismissing an appeal by Manitoba's attorney-general against lower court judgments.

It was a unanimous decision.

Now, watch a pending case in Ontario, where **Blue Chip Premium Co.** is charged with selling stamp plans to merchants. This case may be dropped, after several adjournments to await the Supreme Court decision.

Manitoba case began when a detective took stamps with purchase of goods, demanded and received immediate redemption of the stamps (he got paper cups and a safety pin).

Both Loblaw's and IGA were acquitted in magistrate's court, and the decision was upheld in county court and in Manitoba appeal court before being taken to the Supreme Court.

The court rulings seem to say that so long as stamps are redeemable on demand they fall outside the ban on trading stamps contained in the Criminal Code.

Stamp interests see the decision as a go-ahead signal for their business, slowed down by legal uncertainty through 1960 (**FP**, Sept. 24).

PRAIRIE MUSEUM

New Manitoba government building at Austin Agricultural Memorial Museum will display relics of pioneer Prairie farming. Included: wooden reaper, Indian artifacts, household tools and equipment, early automobiles. Contractor for $11,000-plus building was **Armco Drainage & Metal Products.**

Anthes-Imperial Profit Shaved

Anthes-Imperial Co., St. Catharines, net operating profit for /60, after income tax, may be about 5% lower than in /59, President D. G. Willmot says. Figures for /60 include income tax loss carry-forward of one of company's acquisitions.

Net profit in /59, from all sources and after all deductions, was $816,010, equal to $4.05 per common share.

Lower sales and profits in pipe and heating equipment divisions this year reflect reduced building construction activity, particularly housing.

Sales volume of valves and specialties for processing industries is little changed from /59. New steel joist line produced by **Anthes Steel Products Ltd.** continues on profitable basis with forecasts for the product encouraging, the president says. **Sarnia Scaffolds Ltd.** improved volume and profits. **National Oxygen Co.** is contributing to profits as it develops an increasing share of compressed gas market.

Other fields are being investigated.

'You Have to Make Profit To Use Depreciation Deal'

By NEVILLE MANKIVELL

Early reaction by capital goods manufacturers to the budget announcement of selective accelerated capital cost allowances was a cautious — "it's a step in the right direction."

But some of them expressed disappointment that depreciation incentives hadn't been more liberal, more widespread.

"However, it should produce some extra activity," said a leading executive of a Toronto machine tools company. "It should give some assistance to some businesses. And some machine tools firms will be able to take advantage of it."

Col. M. P. Jolley, president of **Russell Industries Ltd.**, said the move "might be helpful — at least it's a moral stimulant to get something going."

But he said it was a little difficult to interpret at this stage just how it might be of help to his own particular group of companies.

He said key to the situation was whether or not companies taking advantage of the double depreciation option could make a profit from their operation.

The additional allowance will apply to new industries in areas suffering substantial unemployment, companies developing new types of goods.

But Col. Jolley stressed that firms making these moves would still have to produce goods that were competitive with imports from low-cost countries such as Japan and Europe.

"Canada's secondary industries are faced with problems of low-cost imports," he said.

And double depreciation for capital expenditures incurred in the first year of certain operations wouldn't necessarily provide relief from this.

"It's quite possible, though," he said, "that there may be some minor advantages."

Several firms have been pressing for special depreciation allowances on "made in Canada" capital goods, and so don't think the government has gone far enough in its limitation of double depreciation to selective operations.

A spokesman for an industrial machinery manufacturer said the government move "may be very helpful, but you've got to make a profit to use accelerated depreciation."

He said some companies had been asking for tax incentives to set up in depressed areas and these would be able to take advantage of the double depreciation.

But because the allowances only applied to expenditures incurred in the first year of operation, it wouldn't be much help to firms involved in long-term capital investment such as heavy plant.

He couldn't see much advantage for his own group of companies.

Another machinery manufacturer said he had hoped that the government would have applied special — and more liberal — capital cost allowances to all Canadian-built machinery. This, he said, would have been a big boost to Canadian machinery manufacturers.

The Finance Minister, in his budget presentation, said "the scope for use of (faster capital write-offs) is not as great as many people appear to believe."

Tariff Board Split To Handle Work

OTTAWA (Staff)—The government will shortly hand Canada's hard-pressed Tariff Board a major new assignment.

But the board will also receive substantial new assistance in getting through its schedule.

The new assignment: A review of some 40 tariff items on oilseeds and vegetable oils, long requested by soya bean growers in Eastern Canada and rapeseed farmers in the West.

The new assistance: Two new members plus leave to operate, as a matter of everyday procedure, in two panels.

At present, the five-man board operates as a single panel in some kinds of inquiries.

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ANNOUNCEMENT

DAVID M. WILLIAMS, C.A.

Following recent Board of Directors meetings, David M. Williams, C.A., has been appointed Treasurer of Dalfen's Limited, and its wholly owned subsidiary Mary Morgan Inc.

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TRANSFER OF CUBAN OPERATIONS

The Bank of Nova Scotia announces that satisfactory arrangements have been concluded to transfer its Cuban business to the National Bank of Cuba with full dollar repatriation of its shareholders' moneys. Under the terms of the agreement signed in Havana, Banco Nacional de Cuba acquires all the assets and assumes the liabilities of The Bank of Nova Scotia in Cuba.

This Bank initiated some time ago the negotiations which led to the transfer because it understood the wish of the Cuban Government to operate all major industries, particularly commercial banks, as state-owned institutions. The agreement just signed provides for an orderly change-over so that continuity of administration will be ensured.

During the half-century the BNS has been in Cuba, it has endeavoured to provide efficient banking service to the people of Cuba, and it believes it has made a valuable contribution to the development of that country. Because of this long association, it is impossible to say goodbye to the Bank's host of customers, staff and friends without certain nostalgic feelings. Certainly, we wish them well.

The Bank's operations have at all times been conducted on a strictly correct banking basis, of course under laws and regulations of the country, but altogether without political affiliation or favour.

F. William Nicks,
President

THE BANK OF NOVA SCOTIA

Banks, Public Take Up Bonds

(Changes in distribution of funded debt of Canada including Canada Savings Bonds.)

	Apr. 1960	Dec. 1960	Change Dec./Apr.
	$ million		
Bank of Canada	2,598	2,759	+161
Chartered Banks	2,908	3,043	+135
Gov't Accounts	833	976	+143
General public			
Ex CSB's	7,828	7,583	—245
CSB's	3,143	3,615	+472
Total	17,310	17,976	+666
Refunding of Dec. 15			—209
Net increase in direct and guaranteed funded debt			+457

The Secret Behind Budget 'Hat Trick'

By LESLIE WILSON

OTTAWA (Staff) — Finance Minister Fleming has pulled off a fiscal "hat trick" of a high order in revising his 1960-61 spending and financing figures.

The current fiscal year will end, his supplementary budget predicts, with a budgetary deficit of $286 million, rather than the $12 million surplus forecast last March.

At the same time, government demands on the money market for new cash will remain unchanged at about $210 million.

His secret: New CNR bond issues totaling $250 million have been floated since last April.

Although this debt is guaranteed by the government, it is not, technically, a part of government indebtedness. It is "guaranteed" debt, not "funded", debt.

But you can get a measure of the real pressure on the money market resulting from government activities by adding the CNR issues to the government's new cash requirements, $210 million plus $250 million, or $460 million.

In other words, the swing from surplus to deficit ($298 million) will be accompanied by a substantially greater demand for new money to finance government enterprises.

This is how the new deficit is calculated:

- **New government spending** or subsidy projects have added $100 million to the budgetary spending forecast last spring. It now totals $5.980 million.

The new demands include: $42 million in acreage payments to farmers, heavier-than-anticipated losses on farm price supports and a $41 million increase in the CNR's deficit.

- **Although tax revenues have been falling off** since August, the new budget tax changes will add $14 million to revenues forecast last March. They now become $5,694 million.
- **The deficit,** new spending minus new revenues, $286 million.

This deficit is to be covered by new financing arrangements on the non-budgetary side.

Last spring, Fleming listed these cash needs outside the budget:

Central Mortgage & Housing Corp. would require $290 million; CNR and TCA would need $150 million for investment and re-funding; and the other government agencies and crown corporations would need $100 million.

Total cash needs, according to the spring forecast, $540 million.

They were to have been taken care of by an estimated $318 million in receipts from transactions in various annuity, pension and superannuation accounts, by $210 million in new market borrowings and by the then forecast $12 million surplus.

Fleming's budget this week shows how the non-budgetary financing picture has changed.

The slowdown in housebuilding means that CMHC will need only $200 million, rather than the $290 million anticipated earlier.

CNR went to the money market for $250 million. Instead of borrowing money from the government, it repaid $75 million of its former indebtedness.

The crown corporations will require $100 million as before.

Total cash needs, outside the budget, $225 million ($200 million plus $100 million, minus the $75 million repaid by the CNR).

The government's financial experts add the following further calculations:

- **Cash coming in** from annuity, pension and superannuation accounts will total about $300 million.
- **This will produce** a cash surplus outside the budget of $75 million.
- **Subtract this** from the anticipated budget deficit of $286 million and you reach the amount of new money required from market borrowings, $211 million, unchanged from Fleming's spring prediction.

The accompanying table shows what has happened to the government's bond issues since April.

Between April 1 and Dec. 14, government direct and guaranteed funded debt increased by $666 million.

The public took up $472 million in Canada Savings Bonds and Bank of Canada and chartered bank holdings increased by $296 million. Other government agencies took up $143 million.

Offsetting these were public sales of government issues other than CSB's of $245 million.

In the last few days a new government refunding operation subtracted $209 million from the total of direct and guaranteed funded debt. Figures on how the new issue was distributed will be available next week.

Thus, as Fleming said, the net increase in direct and guaranteed funded debt since April 1 was $457 million ($666 million minus the $209 million proceeds of the new refunding).

Mussens Issues Debentures

A $1 million issue of **Mussens Canada Ltd.** 6¾% 15-year sinking fund debentures (**FP**, Oct. 22) has been placed privately at par by **Royal Securities Corp.**

Each $1,000 debenture carries warrants to buy 10 shares at $10 per share from Aug. 1, 1961, until Aug. 1, 1962, $12 the next year, $13.50 the following year, and $15 to Aug. 1, 1965.

Recent price: $8. Range this year: $10¼-$7.

Debentures are redeemable at company's option, at premium of 4% to Nov. 30, 1963, the premium decreasing by 1% every three years to 1972, when it becomes 0.5% to maturity.

Of the $950,000 net proceeds of the issue, some $400,000 will be used to retire bank loan, and the balance for working capital.

Company, whose history goes back to 1904, distributes machinery from the Ottawa Valley east. A new branch was established in Toronto this year, to permit re-entry into the Ontario market.

Net profit for the five months to Aug. 31/60, was $180,160. Net profit for full year to March 31/60 was $342,145, off 1.9% from $348,851 in 1958-59.

Pro forma balance sheet at Aug. 31 shows net fixed assets of $896,128, net current assets of $3,838,365, and other assets of $135,088. Earned surplus was $2,592,657.

In addition to the 1975 issue, long-term debt included $50,000 5¾% serial debentures due 1961-62, and $880,000 5¾% sinking fund debentures due 1972.

Of an authorized 200,000 npv common shares, 161,250 were outstanding.

Compton Buys Can. Packers

Compton's manager has sold $2,000 Government of Canada 5½% bonds, due 1963, and with the proceeds bought 35 class B shares of **Canada Packers Ltd.**, one of Canada's leading food distributing companies.

These voting shares of Canada Packers are purchased Dec. 19 at $48 a share, or a net of $1,694.

The Canada bonds were sold at $103, netting the account $2,060. They were originally purchased March 14, 1960, at $99.75.

FP reports on WHY THEY'RE MOVING

By P. T. DURRANT

INVESTORS—some of them, anyway—are approaching the end of 1960 in a mood of optimism. Although present stock market activity doesn't rate as a full-scale rally, there are enough stocks heading up to give the industrial lists a brighter year-end look.

Market observers have mixed views about the strength and possible extent of the present upswing, but most agree that buyers are being very selective in their purchases. Consumer products and "service" stocks—foods, beverages, banks, finance and trust companies, utilities—are today's market favorites.

"Present market has some of the complexion of a year-end rally," one investment man told **FP**. "Quality of the stocks being bought looks very good and we are more optimistic by reason of the type of buying we have seen."

Another said: "I look for present strength in the market to continue for two or three weeks. Tax selling in the U. S.—now almost out of the way—hasn't had as much influence on Canadian stocks as in previous years. Pressure of unemployment during the winter months may depress prices after the new year begins."

Other factors which could influence the future trend of stock prices include a mild revival of interest in Canadian stocks in Europe, observed by one broker; renewed buying of commons by the investment funds; and the prospect that other groups—oil and gas, steel—may soon join in the uptrend. (Two stocks, **Alberta Gas Trunk Line** and **Canadian Oil Cos.**, have already moved up firmly.)

Earnings—better this year than ever before for the banks, and holding up well in the food industry—account for much of the interest in these stocks. Most utilities are likely to report better results for 1960, as are the finance and trust companies.

However, it is likely that most stock buyers will wait for definite signs of improvement in the over-all business climate before embarking on large-scale buying. Until then, investors will remain selective in their purchases.

This is how some of the stronger stocks have performed since beginning of December. (In the same period, Toronto Stock Exchange industrials index has risen 3.7%):

	Recent price $	Early Dec. $	Change %	Year ago $	—1960 Range— High $	Low $
Alta. Gas Tr. Line	25¼	23⅞	+5.7	27	28½	16½
Canada Malting	63¼	60¾	+4.1	57	64	45½
Cdn. Breweries	43⅝	41	+6.4	37½	43¾	31
Cdn. Oil Cos.	22¾	20¼	+12.3	24¾	24¾	19
Dominion Stores	65½	62½	+4.8	52	66⅜	41
Imperial Bank	66	62	+6.5	66⅛	66	52
Imperial Oil	36	34⅛	+5.5	37⅛	37	30
National Trust	65	58½	+11.1	49⅝	65	49
Shawinigan W. & P.	27¼	23⅝	+7.4	29⅛	30⅜	23¾
Weston "B"	41¾	39¾	+5.0	35¼	41¾	28½

* * *

Montreal Locomotive bounced up from the year's low of $11 last week to $12⅞ (mid-week price: $12¾) after announcing receipt of a $4 million order for cars for Toronto's subway system. The new business will give company a much-needed shot in the arm; order backlog at Sept. 30 had dropped to $1.9 million from $14 million at end of 1959.

Dominion Glass shares slipped to a new low recently ($64), down from $68 this month. Price this week: $65. Company has said that net income for first two months of current fiscal year was "as good as or better than" in like 1959 period.

Class A stock of **Anthes Imperial** has also been softer. Price dropped $2 to $25½ recently. However, the preferred shares edged up to a new high of $95.

Company reported this week that net operating profits in 1960 are about 5% below last year. Sales in some divisions reflect lower building activity, although improvement in certain new activities are having a favorable offsetting effect. Anthes [illegible] investigating other fields of interest.

Shares of **London Hosiery Mills** were steady—common at $3, class A at $6½, following report that the controlling interests will offer $3 per common, $7.70 per class A share, on or before Jan. 14. Previously, shareholders had been offered $1.25 for the common, $3.50 for the class A shares.

Pending court proceedings for winding up London Hosiery (**FP**, Nov. 12, 26) have been settled on the basis of this offer. Shareholders' protective committee has recommended acceptance of the offer.

Ford of Canada shares have risen smartly this month, gaining $9 to $137. Possibly, company estimates of results for 1960—net slightly under last year's $15.20 per share, consolidated sales up a little—are better than investors had expected. Stock has traded between a high of $173½, a low of $109¾ this year.

Page-Hersey Tubes, up $1¾ to $24¾ this month, is benefiting from prospect of increased pipeline construction next year. Company's 50%-owned affiliate, **Camrose Tubes,** is already busy making pipe for Western Canada gas pipelines.

First dividend on ordinary shares of **Brazilian Traction, Light & Power Co.** since July/58, sent the stock up 50c to $4.10 at mid-week. Shareholders will get 25c per share (same as previous payment) on Feb. 5/61.

Power Corp. Buys 25% Equity In London's Wellington Square

MONDAY (Staff) — **Power Corp. of Canada** has acquired a 25% interest in Wellington Square, **Webb & Knapp (Canada) Ltd.**'s $11 million shopping centre in downtown London, Ont.

The transaction represents part of a sale and long-term leaseback of the enclosed mall regional centre. Balance of 75% has been acquired by 28 other group and individual investors; **FP** understands most are individuals.

Under terms of the sale, initiated in August and closed this week, Webb & Knapp will enjoy rental income from Wellington Square until 1992. It will participate in "overages" — lease income generated by successful merchandising beyond guaranteed minimum rentals.

Webb & Knapp will continue to manage the centre.

This is Power Corp.'s first venture in real estate.

Originally a public utility holding and management company, Power Corp. has built up important holdings in oil, natural gas and paper companies. Recently it entered the consumer credit field through **Imperial Investment Corp.**, third largest Canadian-owned acceptance company.

Earlier this week it was announced that **Holt, Renfrew & Co.** would open a 10,000 sq. ft. store in Wellington Square March 1. Montreal-based Holt, Renfrew has other stores in Montreal, Toronto, Quebec City, Ottawa, Winnipeg, Edmonton and Calgary.

A fur salon on Dundas St., London, will be closed and its operations integrated with the new store.

Last month, Webb & Knapp (Canada) sold a 50% interest in its Place Ville Marie project at Montreal to two British financial institutions (**FP**, Nov. 5).

Earlier this year, it raised an additional $5,250,000 cash through the sale of its holdings of about 26% of the outstanding common stock of **Investors Syndicate of Canada Ltd.**

Allow 60 Days To Start Plan

Thinking of starting a retirement savings plan?

Under the new interpretation of Section 79B (4) of the Income Tax Act, **you now have 60 days from the beginning of 1961 to apply for the plan and make your first tax-free contribution.**

Originally, the law was interpreted to mean that the taxpayer must apply (to an insurance company, mutual fund, trust firm or through a government annuity) to start the plan before the end of the year, although the first payment might be made during the first 60 days of the new year (**FP**, Dec. 10).

You may deduct from your taxable income as much as $2,500 if you are not already a member of a registered plan, or up to $1,500 inclusive of other contributions to a plan of which you are already a member.

This Tax Expert Doesn't Like It

By JOHN G. McDONALD

Mr. McDonald is tax specialist with a prominent Toronto legal firm.

This week's baby budget will be a useful test of public opinion and foreign reaction to a "Canada for Canadians" policy.

But as a measure intended to provide incentives toward increased Canadian ownership of industry and a revival of industrial prosperity in this country, it falls far short of what is required.

Although the "Canadian-income" restrictions placed upon investment companies and pension trusts may prevent a future flight of investment capital to Europe and the U. S., they cannot have much positive effect upon existing institutional investment, because the funds which might be affected are already heavily involved in Canadian securities and most of them already comply with the new law.

What is needed is a direct incentive to those who are not now substantially investing in Canadian equities, such as insurance companies and legions of individuals.

For this purpose, a remedy could be to penalize bond and mortgage interest with higher taxes (the minister did the reverse by abolishing the 4% surtax) **and** concurrently to increase the 20% dividend tax credit to at least 30% in the case of dividends from Canadian-controlled taxable companies.

In addition, a higher dividend tax credit should be deductible against total tax, so that it actually **pays** an investor to buy common and preferred stocks in preference to bonds and mortgages.

The same criticism may fairly be made with reference to the new "double depreciation."

First, it only applies to one year, and it now appears that those who take it (after wading through the special conditions to be imposed) will lose it again later because their capital cost book value will be reduced. It will merely postpone taxes — not reduce them.

Second, it is too strictly circumscribed by conditions, and if past experience with the extra-depreciation allowances for defence production is any guide, it will be no easy matter to cut through the red tape jungle.

The abolition of special exemptions in the area of non-resident withholding taxes will have no material effect upon foreign investment in Canada.

U. S. parent organizations will normally pick up a foreign tax credit in the U. S. to offset the additional Canadian tax and the U. S. Treasury loses the revenue that Canada gains.

This is a proper result from a Canadian standpoint, but the change has a neutral effect as far as investment inducements are concerned.

It may well be that the government is deferring the big moves until the Spring budget.

I hope so, because if Ottawa's fiscal message then turns out to be a pop-gun instead of the heavy artillery the country needs, we can expect real trouble a year hence.

Crackdown in Bankruptcy: Here's What Fulton Meant

Justice Minister Fulton told the Commons this week the government will tighten the Bankruptcy Act and prosecute trustees involved in hundreds of estates.

He spoke in general terms about a "disturbing number of irregularities."

Specifically, what did he mean?

These are the sore spots in the bankruptcy business, according to experts polled by FP:

- Some trustees in bankruptcy are making side deals, or holding back assets.
- Licenses as trustees in bankruptcy are handed out too easily.
- Creditors aren't sufficiently protected against scheming or fraudulent debtors. The Bankruptcy Act favors debtors.

FP asked lawyers, accountants, trustees, credit specialists — all dealing with the new flood of Canadian bankruptcies — what is behind investigations now under way.

Here is what they say:

Royal Canadian Mounted Police have been working in Montreal for several months, and in Toronto for four to six weeks. They are examining files in the offices of bankruptcy trustees.

They are directed, **FP** is told, "to examine files dealing with the handling of assets to see if trustees in bankruptcy are making side deals, or holding back assets belonging to creditors."

A tremendous jump in firms going bankrupt this year has swamped the Justice Department, they say, and has made proper supervision of bankruptcy trustees almost impossible.

"Seems to be easy for individuals to get licenses as trustees in bankruptcy — some of them might handle only one estate in a year," says Murray Page, Toronto lawyer specializing in bankruptcy work for trustees.

Consensus is most trustees are ethical but, as one accountant says, "one rotten apple in the bankruptcy barrel can cause a lot of trouble since he might handle 100 estates in a year."

Recently a Montreal bankruptcy trustee lost his license as a result of investigations.

Instead of keeping separate accounts, he lumped all money into one bank account. That's why, **FP** is told, the Justice Department needs another $50,000 to pay for special lawyers and accountants hired to untangle such irregularities.

Sam Yurman, executive manager, National Associated Women's Wear Bureau, Ontario Division, says sweeping changes in legislation are needed.

"What we would like to see is more protection of creditors against scheming and fraudulent debtors.

"Some machinery should be set up to make it possible for the Minister of Justice to lead the way in prosecuting these people.

"Our Bankruptcy Act seems to favor the debtor rather than the creditor," he says.

Says Page: "I feel the Act is grossly unfair. People who tender on assets often find trustees are shopping around getting others to up-bid them. This leads to suspicion — even when the most ethical bankruptcy trustee is involved."

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Repeal of Surtax Helps About 40,000 Investors

Proposed removal of the 4% surtax on income from Canadian investments may not have much direct effect on the flow of equity funds.

But it will help the position of many individuals dependent on investment income.

The surtax now applies on investment income in excess of $2,400 a year.

There were 96,000 classified as investors in the latest published taxation statistics, which covered the 1958 tax year.

Their taxable income totaled $423 million, on which they paid $89 million tax, including $8 million surtax.

Their approach to investment is probably conservative. Of these investors, 56,310 had incomes too small to attract tax.

"Those are not the people to whom we would look for a vigorous new source of capital," one Toronto investment counsel commented.

In the budget speech, Finance Minister Fleming said:

"A substantial number of surtax payers, because of their age or the loss of the family breadwinner, are dependent on fixed investment incomes — in most cases, quite modest incomes."

Loss of revenue in a full fiscal year is estimated at $11 million by the finance minister.

Investment income of all taxpayers in 1958 totaled $820.7 million, or 5% of total income of $16,225.4 million.

ANNOUNCEMENT

TIME INTERNATIONAL APPOINTMENT

DONALD J. AGNEW

Donald J. Agnew, formerly a vice president of James Lovick & Company Ltd., has joined the advertising sales staff of Time International as manager of the Montreal office. He succeeds V. W. H. Greenway, who was recently assigned to the new post of Melbourne Advertising Manager.

A native of Winnipeg, Mr. Agnew comes to Time International after seven years association with James Lovick & Company Ltd. He was appointed a vice president of Lovick in 1956, and two years later was made responsible for opening and managing a branch office in New York City, the first such office launched by a Canadian agency. Previously he was with Thornton Purkis Ltd. and McConnell Eastman & Company. He has also served as Director of Public Information for the Department of National Revenue and as Secretary Treasurer of the Lambton Trust Company Ltd.

Mr. Agnew was graduated from the University of Toronto and did post-graduate study at the London School of Economics. During the war he served with the Royal Canadian Air Force.

Sentiment Pays No Bills

Most Canadian businessmen and most government officials, let it be granted, have only the vaguest of ideas what the new trading blocs in Europe will do to their business prospects and to this country's economy.

This is not an unreasonable state of affairs. No one can know precisely what continued negotiation and experiment by the Six and the Seven will bring.

But F. W. Nicks, president of the Bank of Nova Scotia, recently drew his shareholders' attention to one of the firm realities among the great developments which are now sweeping the European economies into high prosperity: Britain, sooner or later, is going to move into closer association with the Six countries in the Common Market.

His comments merit careful consideration in those places where Canadian trade policy is made:

"I believe that we shall have to take a rather more positive approach than we have to date. In the light of growing pressure in Britain to amend the Commonwealth preferential structure, would it not be wise for Canada to examine how we might use changes in our own part of the structure as bargaining counters in an effort to secure changes favorable to us in the general European arrangements? The changes in preference structure may well come in time in any case."

It is increasingly clear that the British can't and won't be left outside Europe's rapid economic expansion—whatever this entails by way of amending Commonwealth preferences. And now that some of the political features of the Common Market, such as "supra-national" institutions, are quietly being shelved, some U. K. move toward economic collaboration seems more imminent.

Canada's official reaction so far has been to resist any change in Commonwealth preference—the U. K. market, now shorn of its earlier restrictions, looks brighter and brighter, especially to some Canadian manufacturers.

But, as Nicks suggests, perhaps now is the time for a real reappraisal of our own attitude—which looks more like guardianship of the status quo than policy—toward the Six and the Seven. If rapprochement is inevitable, creative assistance might gain us more concessions than would complaints from the sidelines.

Compounding Folly

There are 75,000 mental patients in Canada and their number is growing. They occupy 47% of all hospital beds in the country. In other words, there are nearly as many mentally ill persons as there are sufferers from all other ailments together. Though $85 million a year is spent on their care and treatment, only $4 million is allotted to psychiatric research.

Average costs per inmate per day in Canada are $15.11 in general hospitals, $5.66 in penitentiaries, $3.69 in mental hospitals. The last figure reflects shortage of staff, lack of facilities, outrageously inadequate treatment.

For economic as well as humane reasons Canada should attack the problem more vigorously.

Recently Parliament gave a whole day to this question. A motion offered by a Liberal MP, Alan Macnaughton, was accepted by the Minister of Health and passed unanimously. It calls on the government to "consider the advisability" of a survey of mental health. The non-partisan debate showed how far we've progressed from the old notion that the mentally ill should be hidden away forever in "insane asylums".

But it's not enough to be enlightened and to conduct surveys. The main facts are already well known and they are not creditable to the nation's common sense.

The Military Mind

"If war begins, your ship and the missiles it carries will contribute to the salvation of civilization."

So said Arleigh Burke, an admiral of the U. S. Navy, as the latest nuclear submarine, the Washington, put to sea with 16 hydrogen bomb missiles.

"It gives the seasonal theme of peace a true significance."

So said Elton Grenfell, a vice-admiral of the U. S. Navy, as the sailors waited to board.

Submarines loaded with terrifying weapons are synonymous with civilization? Hydrogen-tipped missiles are a symbol of the Christmas spirit? Strange and depressing, indeed, are the twists and turns of the military mind.

We need to add no further comment. We publish these statements only as a public service for those who want to chart the sick lurchings of this world toward utter madness and folly.

Troubles Yes — BUT

To the dismay and irritation of the many responsible Canadians who have been expressing concern about Canada's slow growth in the past few years, this family discussion has been played up, often extravagantly, in the foreign press.

Note, for example, the inflammatory comment published by Société Générale, a French bank specializing in foreign exchange matters:

"Brink of crisis, at the crossroads of history, the immediate need to declare for independence or supine subjugation to foreign interests, or whatever other description fits the current Canadian situation, now is clearly the time for bold action instead of idle oratory. Canada has so many financial and economic problems that it would defy the wisdom of Solomon to select the most urgent."

Problems, let it be granted, we do have. What country hasn't?

But what the outsiders fail to see is this: We are one of the most prosperous countries of the world with a standard of living surpassed only by the U. S. Our concern is over ways to maintain and expand this remarkable prosperity in a changing trade world.

There is much point, especially at this time of year when, traditionally, blessings are counted up, to take a look at what we have accomplished.

N. J. McKinnon, president of the Canadian Bank of Commerce recently observed to his bank's shareholders that Canada today possesses a more diverse economy than at any time in its history and that our internal strength and resilience have improved greatly over the past 25 years. He said:

"During this time, the population has increased two thirds to 18 million, and industrial production has increased almost fourfold and is significantly more varied. In the agricultural sector great increases in productivity have been achieved. Generation of electric power has increased fourfold, annual oil production has risen from insignificant amount to 185 million bbl., natural gas production in 1959 amounted to the impressive figure of 428 billion cu. ft.

"During this period, the nation's output of goods and services has increased more than threefold in volume, which has permitted living standards to improve greatly. In the past 25 years, the number of university students has increased threefold with much greater increases on the horizon."

This places our current controversy in truer perspective.

How to Live Without a Phone

Can you imagine what would happen if, in a city the size and importance of Quebec City, Windsor or Calgary, a strike cut out all telephone communication for a prolonged period?

Down in Trinidad, telephones have been silent for over four months. But Port-of-Spain, the capital and business and industrial centre, has taken it all in its stride. Business is better than ever and, what's more important, relations between businessmen are even more cordial than they were when the phones worked.

Leon Taurel, president of the local chamber of commerce and head of one of the biggest import houses in Port-of-Spain told **FP** why.

"I now get to office half an hour earlier. I go through my mail, do necessary dictation and make decisions faster. Then I get off my seat and go and see customers.

"Where my customers were once just voices on the telephone, they are now very personal people. Many have become my friends. And my business has increased in the last four months."

Every cloud has its moral.

Beware of the Spouse

Here's the latest in loony legislation.

In Ontario there's a law against wives helping their husbands, or vice versa, if the spouses are in the insurance business.

A life insurance man recently had trouble having his agent's license renewed because he married a nurse. Is this what Leacock called a moonbeam from the larger lunacy? No, the authorities turned up an Ontario regulation, with the force of law, which says that a seller of insurance may not have a wife, or husband, who might "have an influence on a client on behalf of their spouse".

It's not clear how this affects nurses. Do life insurance men visit hospitals to sell policies to the patients? Not usually. It's not often that the best risks are to be found in the hospitals.

But no matter what her occupation, why shouldn't a wife drum up business for her spouse if she has the contacts and the talent? And how many more laws as daft as this one are there in the books? Nobody knows.

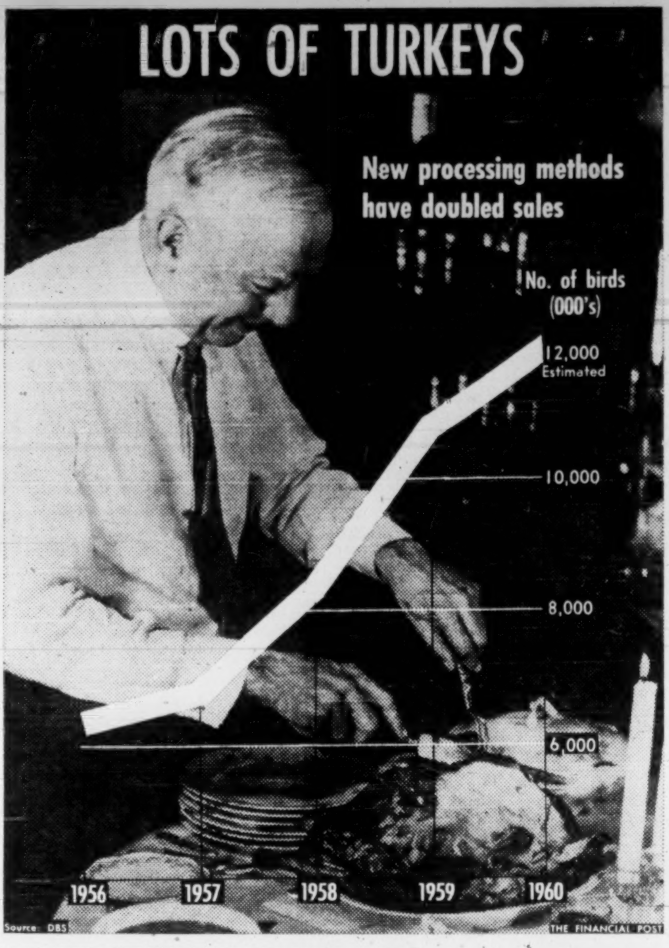
Who Names Them?

It used to be a mystery who named Pullman cars and why. A contemporary puzzle is who names the weapons of nuclear war.

The atom bomb that fell on Hiroshima, burning and blasting 50,000 people, is known as Little Boy. There's a missile called Honest John.

Is it possible that anyone outside a mental home feels affection for these disastrous machines?

There's something in a name, in spite of Shakespeare. We suggest Incinerator instead of Little Boy, Hell on Earth instead of Honest John.



Post Scripts

MR. HANCOCKS

2c Profit on the Dollar

Oliver Hancocks, the new president of the National Council of the Baking Industry, has 46 years experience in bakeries, most of them in Hamilton, Ont., where he began his career. President of Consolidated Bakeries of Canada Ltd., a holding company that has Wonder Bakeries as one of its subsidiaries, Hancocks becomes spokesman for the $350 million-a-year industry.

Canada's bakeries, he says, are selling themselves short. "They are held to an unreasonable low profit of only 2c on the sales dollar." To control costs, he suggests an industry-wide pooling of production techniques.

Born in London, England, in 1901, Hancocks came to Canada as a boy with his widowed mother and lived with an uncle, E. V. Weil, a Hamilton baker. Hancocks worked for his uncle for 12 years, became manager and moved to Mammy's Bread in 1928 when the family bakery was sold. Starting as cake production superintendent, Hancocks rose to general manager.

In 1947 he was appointed assistant general manager of Consolidated Bakeries and his work overlapped his duties at Mammy's. At Consolidated he was promoted to vice-president, production and, in 1954, vice-president and then president.

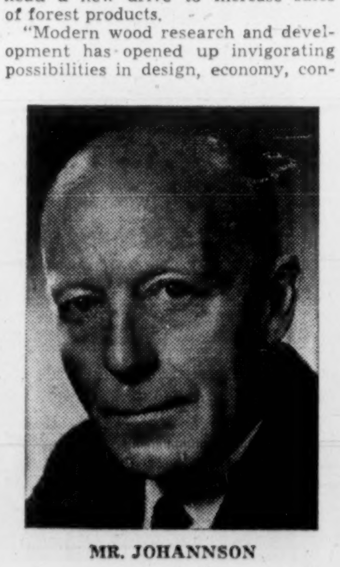
Music is almost a passion with Hancocks. For 17 years he was leading bass-baritone at Christ Church Cathedral, Hamilton, played the French horn with the Hamilton Symphony Orchestra and still plays the piano with conservatory proficiency.

He lived most of his life in Hamilton where he married Margaret Alexandra Moore. They have two sons, George and Derwyn. The Hancocks now make their home in Port Credit.

New Look in Wood

The new president of the Canadian Wood Development Council, Joseph J. Johannson of Vancouver, will spearhead a new drive to increase sales of forest products.

"Modern wood research and development has opened up invigorating possibilities in design, economy, construction speed and on-site winter work," says Johannson. "We are going to publicize the 'new look' which these new developments are bringing to Canada's major building material."



MR. JOHANNSON

Johannson, who is manager, association relations, MacMillan, Bloedel & Powell River Co., now leads an experienced team of Canada's 11 lumber, plywood and shingle manufacturing associations and three wholesale lumber associations comprising over 4,000 firms.

Born in Winnipeg and educated in Western Canada, of medium height with a spare, athletic frame, Johannson has 48 years forest experience.

He has been based in the Vancouver forest district since 1912. While working with the H. R. MacMillan Export Co. he acquired a close personal knowledge of the domestic and export markets for B. C. lumber and plywood. In 1936, he was appointed manager of MacMillan's first plywood mill and in 1944 he moved to Chemainus on Vancouver Island to take charge of the company's sawmill and logging operations.

In 1948 he was transferred to Alberni, B.C., as manager of logging, plywood and sawmill operations.

On the amalgamation of H. R. MacMillan Export Co. with Bloedel, Stewart & Welch Ltd. in 1951, he was transferred to the new company's head office in Vancouver in charge of association relations, a position he retained when Powell River Co. joined to form the present company in June, 1959.

He is married, has two children and lives in Vancouver.

MR. HURD

Caps Oil Career

Saskatchewan-born Edwin Cecil Hurd has moved into the top management post of Trans-Mountain Oil Pipe Line Co., Canada's second largest oil pipeline system. He succeeds D. M. Morrison who has retired after five years as president and 32 years in the oil industry.

Hurd has been with the 723-mile, Edmonton to Vancouver pipeline since it started operations in 1953. He has moved steadily up from manager, oil movements, to vice-president in 1958. His new job will be to guide the operations of the big Western system that carries prairie crude to Vancouver and U. S. West Coast refineries. Daily throughput is running just over 100,000 b/d, but with the West Coast demand growing, the potential is considered big.

Tall and friendly, Hurd moves quickly and thinks quickly. He has been in the oil business for 26 years. He moved into it directly on graduation from Saskatchewan University in 1934 with his B.Sc. in chemical engineering. His biggest stint was with British American Oil Co. — 15 years. He was manager of B-A's Toronto refinery and subsequently became assistant to the general manager of refineries. He later supervised operations of four refineries of Cooperative Refinery Association, Kansas City.

Hurd is a keen golfer, consistently shooting in the 80s, likes curling and yachting. He lives in Vancouver with his wife, two daughters and a son.

Judges Try for Gags

A cartoon in The New Yorker showed a distinctly worried lawyer sitting at his desk in an office lined with legal tomes from wall to ceiling. Sadly he reflects that the answer to his problem is somewhere in the room if he could only find it!

Those legal tomes contain more than the answer to a lawyer's problem. They are not all dry as dust. Law is about people and, even when people are lawyers, people are sometimes funny.

Here are examples of attempts at judicial humor.

By ROBERT TRESILLIAN

There is the "sick" joke.

Judge Jeffreys of the Bloody Assizes although he did not mean to be funny, must have sounded very like one of the new-style American comics who presumably do mean to amuse.

However, the classic legal "sick" joke is of the English judge of long ago who sentenced an old man of 80 to 10 years' imprisonment.

"My lord, my lord," moaned the old man, "I'll never do 10 years!"

"Well," said his lordship, "be a good chap and do as much of it as you can!"

* * *

An English judge was trying a suffragette for disorderly behavior.

In the course of the trial the accused woman opened a brown paper parcel, extracted a dead cat and threw it at the judge.

"Madam," said his lordship, "if you do that again, I shall imprison you for contempt!"

* * *

Under the heading of the absent-minded professor type might be put the famous remark of a distinguished judge who, faced with a previous decision of his own, said "The matter does not appear to me now, as it appears to have appeared to me then."

* * *

Given a suitable opportunity, not a few judges are ready, willing and able to indulge their literary whims.

This is from Irish Reports 1907.

Lord O'Brien was giving judgment in a case in which a mother had been sued for the price of certain horses purchased by her son. It had been argued for the plaintiff that the mother must pay as by paying for some horses, she had made him her general agent to buy horses.

Lord O'Brien carried this argument to absurdity, pointing out that if accepted, it would mean that "if another Waterloo was to be fought in defence of the liberties of Europe, this impulsive youth might horse at her expense, a brigade of Greys, Inniskillings and 1st Royals, to add another page to the history of chivalry."

* * *

The son had actually purchased the horses for hunting with the Roscarberry pack of fox hounds of which he was Master.

Lord O'Brien gave the following description of the pack.

"Variety has a charm of its own. What is unique is always attractive. The pack was composed of all sorts and conditions of hunting dogs—uniform neither in size nor pace nor breeding. . . .

"The proclivities of the pack were as diversified as its composition; it pursued with equal ardor every description of quadruped, whatever the nature of the scent. I am not sure that the feathered tribe was altogether without some measure of attention.

"However, though the menage at Roscarberry was not quite up to Leicestershire standard, I feel quite certain that the heart of the young Master was, so far as related to physical courage, in the right place, and that he often afforded good sport, and that the followers of the pack had not infrequently, to use an expression among hunting men, 'a clinking run'. The mother's heart was proud, and the field was at once gratified and grateful.

"This was all interesting and picturesque, but it did not at all involve that the mother held out the son as her general agent to buy horses."

Robert Tresillian is the pseudonym used by a panel of lawyers who write on legal matters for **FP**.

"Quote-Unquote"

Floyd S. Chalmers, president, Maclean-Hunter Publishing Co. in Printers' Ink:

"When I was a boy my mother bought Ivory Soap and she believed that it was 99 44/100 per cent pure. She knew it was a product of Procter & Gamble. Today my wife hasn't the slightest idea who makes Wisk or Dreft or Vel.

"I have asked her to explain to me the difference between the various soap powders and detergents and she really cannot tell me. And she has in her mind no real product identification now or an image of the people who make these products.

"But she is always reassuring me as to her preference for certain cars, banks, life insurance companies, furniture and carpets, household utilities and even beauty products, because she knows and understands the products and she has respect for the companies that make them.

"This is what magazine advertising, creating a corporate as well as a product image, can do."

* * *

The Bishop of Coventry:

"If we do not make room for God in this atomic age there will shortly be no room for us."

* * *

H. T. Mitchell, president, Mitchell Press Ltd., appearing before the Royal Commission on Publications:

"In the course of O Canada we musically aver no fewer than five times that we stand on guard for our country, but when we sit down it's five chances to one that the magazine we pick up will have been produced in and for the friendly but foreign country to our south."

* * *

Aldous Huxley, British novelist:

"The Greek Dionysian revels, the corybantic frenzies, the macumba ritual dances in Brazil—all these were or are ways of working off tensions.

"Dancing away frustrations is a better technique than drinking which is the standard approach in the West."

Letter in The New York Times:

"In this paradise of gadgets in which we live, with its electric drink mixers and shoe polishers, why does it still take two hands to mail a letter?

"I'm sure that many readers have arrived at a mailbox with an armload of packages and a letter to mail. This generally means putting the packages down and dealing with that insane flap that closes the mouth of the mailbox."

Stop Me If . . .

She made a right-hand turn from the left lane and collided with another car.

"Lady — why didn't you signal?" he roared.

"Don't be silly," she retorted, "I always turn here."

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FP features

J. B. McGEACHY

Among Saskatoon's early politicians, boosters and oddballs, a crew of characters I shall never forget, was an old Oxonian with a game leg who lived in a barn with a horse.

LIKE EVERYONE ELSE who writes for a living, I cherish a plan to bring out a book of memoirs or a novel, telling the story of my life and hard times. So naturally indolent am I that this Walter Mitty fantasy, though it dates back to the 1930s, has up till now come to nothing; but at least, with the indulgence of readers of The Financial Post, I have got as far as printing snatches of autobiography in this column at Christmas time.

As past installments have been kindly received, I venture to offer another and this time will dig up memories of Saskatoon, the prairie city where I spent part of my unregenerate youth. This piece, however, will be no tourist guide or Board of Trade handbook of industrial opportunities. When I think of Saskatoon, I don't think of its topography or trade but of the remarkable characters it brought together in its early days.

Before coming to them, I would like to thank everyone who wrote to me in 1960, in friendly or censorious terms, and to wish all readers the joys of Christmas. This is one day out of 365 when war is unlikely to break out. Even Hitler never bombed London on Dec. 25. So God rest you merry, gentlemen; let nothing you dismay until Dec. 26.

It's more than 30 years since I left Saskatoon and I have no idea what it's like now except that it has grown to be a city of 85,000. No doubt, like a mature community, it now has traditions, old families, prejudices, ruts, historic buildings and brass plates on the houses of famous sons long dead. When I knew the place, it had none of these things.

The McGeachy family of four arrived in Saskatoon in late 1913. Father had visited the town a year earlier and noted how apparently simple it was to make a fortune by speculating in real estate.

Alas, the land boom had collapsed just before we reached Eldorado. There were a few millionaires about, traders who had got out of the market while the going was good, and they were spoken of in hushed tones as men of genius. But the bubble had burst and no amount of genius could repeat their performance.

This explains why we did not become rich quickly, a circumstance that puzzled me at the time for, though stuffed with Latin and Greek by my Scottish teachers, I was ignorant of the economic facts of life.

When I knew Saskatoon, before and during the 1920s, it had about 25,000 people and was still new enough to be called a pioneer town on the frontier; but to say this is to conjure up a completely false picture. No work of fiction or history that I have read comes anywhere near describing the place, or any other prairie town, as it was in that era. Bob Edwards of the Calgary Eye-Opener distilled the essential flavor but only in newspaper sketches. The novelists make the early West far too grim, heroic, naive and uncouth.

Saskatoon was not at all like that. I can't speak of life on the wide open spaces which I avoided for fear of agoraphobia and chillblains; but the embryo city, in an odd and perhaps fleeting way, was urbane and sophisticated.

As its chief publicity man used to say, it then had "no old people to hinder progress". Indeed, nobody had yet had time to grow old. I never met anyone who was born in the town. All the inhabitants that I knew had recently arrived from distant places, Toronto, Glasgow, London, Hamburg, Zurich, Sydney, Shanghai.

They were city people, not peasants. Some had erudition, taste and large worldly experience. There were a few practised rogues and confidence men. There was a brilliant teaching staff at the neophyte University of Saskatchewan. There were assorted merchants, speculators and professionals. There were far more eccentrics and adventurers, migrants to the end of a long rainbow, than any town of 25,000 deserves or is likely to possess today.

No one, or hardly anyone, had a known past or was curious about anybody else's antecedents, previous condition of servitude or jail terms, if any. This was a community of individualists, highly tolerant of non-conformity. Though justice was sternly administered by good judges (some of them were of Supreme Court calibre), there was a pleasantly anarchistic quality about the life of the town.

Someone who remembers this transitory phase of urbanism on the frontier, when the new towns had not yet grown up and become conventional, should write a novel. It would be hilariously unlike any of the stories about hard-bitten peasants battling with hostile nature.

The university, I assert with proper pride as a graduate, was a scholarly institution from its very birth around 1909. This was thanks to its first president, Dr. Walter Murray, a wise and learned Nova Scotian with an unerring eye for gifted colleagues. All his talent was imported; it had to be.

I remember visiting Murray uninvited, when I was 14, to explain that as I had already read Locke's "Essay on the Human Understanding" I should be enrolled as one of his students. He was kind enough to take me seriously but advised me to wait a year or two, which I did.

From my personal gallery of professors, mostly the products of Oxford, Edinburgh and Trinity College, Dublin, I select one glossy specimen to show how extravagantly unlike the wild and woolly West the early Saskatoon could be.

Dr. Ira A. Mackay, later Dean of Arts at McGill, taught political philosophy.

J. B. McGEACHY

"Our Saskatchewan professor came into his classroom wearing a frock coat, dove-grey waistcoat, wing collar, grey silk tie and red carnation."

He came to the classroom wearing a frock coat, dove-grey waistcoat, wing collar, grey silk tie and red carnation. His lectures drew crowds. His diction was as superb as his dress. I have never seen such elegance at any other seat of learning.

The university's best-known stars were in science. A young man named John Bracken, who later made a stir in the political world, taught field husbandry. C. Jack Mackenzie, who was to become head of the Atomic Energy Control Board, was Dean of Engineering. Other men on scientific faculties were discovering rust-resistant wheat and alkali-resistant cement. Saskatchewan has a remarkable record in research. The point I make here is that it was already distinguished in this line of work 40 years ago.

During part of the 1920s I was on the staff of the Saskatoon Star-Phoenix and got to know, among the town's politicians, boosters and oddballs, a crew of characters I shall never forget.

No. 1 booster was a handsome gent named Maclure Sclanders, another carnation-wearer. With his top hat at a rakish angle and his tawny whiskers waxed to a spear's point, he could be seen jauntily taking his daily walk in the most Arctic weather.

Determined to prove that the climate wasn't cold, he tried for years to grow bananas outside the Board of Trade office.

My friend Emil (his base was Regina but he spent a lot of time in Saskatoon) was a French-Swiss architect, aged about 60 when I knew him. He had suffered misfortunes in his homeland. His first wife chased him with carving knives. A house he built on an Alpine slope fell down. So with his second spouse, a gentle soul, he migrated about as far as he could migrate.

Fabulously hirsute, he had a huge shock of grey hair en brosse. His beard and upturned whiskers were deeply stained with burgundy and tobacco. Wearing a large black hat, flowing cape and artist's tie a foot wide, the uniform of students at the Paris Ecole des Beaux Arts where he learned his mystery, he looked like a baritone from La Boheme.

He would have enjoyed decorating Saskatchewan with Tuileries, Louvres and Arcs de Triomphe; but there was no demand for such ornaments so he worked, instead, for the minister of public works, a rough diamond who could not have told the Louvre from a rabbit hutch. The courthouses and model schools Emil had to design were not his cup of tea. His kindest words for the minister were crapule, salaud and espèce de concombre, which I might roughly translate as scoundrel, villain, species of cucumber.

He bought a ticket every week in the French national lottery and would anxiously scan the results of the draw in Le Petit Parisien, the Paris daily that reached him in packets of six. "Ah, mes petits," he would say with a sweeping gesture that included me, "a trip to Paris for us all if my number comes up with the gros lot." The gros lot or grand prize was several million francs. Emil never won anything at all and died without seeing Paris again.

There were not many citizens as picturesque as he in my circle of friends; but the fact that even one Emil could live and eat in pioneer Saskatchewan seems worth recording.

The blight of prohibition lay heavily on the land in the early 1920s; but it did not seriously disturb the habits of my European acquaintances. They squeezed wine from grapes and chokecherries, brewed beer and even operated small stills on the kitchen stove, with never a thought that this might be against the law.

There were other, more orthodox sources of supply, thanks to the endeavors of a large rubicund and hearty Scot, named Bill. Not for trivial reasons was he known far and wide as King of the Bootleggers. There was a tremendous rum-running business from Saskatchewan into the American West; and Bill was a partner in this benevolent work.

In middle life he retired with a fortune to his native Dundee, where he was said to have acquired both a castle and a marmalade business. Nothing extraordinary about this story, perhaps, except that Bill's brother was second in command, or possibly third, in the city police force. This slightly anarchic arrangement was, I believe, unique to Saskatoon.

In the 1920s people still traveled long distances by train: and celebrities of every kind used to pause at Saskatoon en route for somewhere else.

I had my first interview with Winston Churchill in Saskatoon; and I listened to the great man, comfortably ensconced in a private railway car, advising a newly elected Tory premier (yes, my children, the Conservatives once won a provincial election in Saskatchewan), on how to carry out a tricky political manoeuvre.

Once I had the pleasure of escorting the mighty Birkenhead, clad in carpet slippers and velvet jacket, up the city's main street; but the Lord Chancellor had a hangover and was waspish. Ramsay Macdonald discoursed with me, in his rich highland diapason, at Saskatoon. Conan Doyle gave me the news that he would bring Sherlock Holmes back from the dead (which he did) to raise money for the cause. What cause? The spiritualist church, the novelist explained, his violet eyes gazing into space over my head; he was about six feet, four.

All the famous actors and musicians came to Saskatoon in those palmy days. I often entertained them in a flat I shared (it was known to some as the consulate) with two learned friends and a grand piano on which Marcel Dupré once improvised sonatas for us.

I have told here of the dire consequences of one of these visitations, that of Maurice Colborne, the Shavian actor. His book on social credit, through my agency, fell into the hands of a Calgary lay preacher named William Aberhart, and converted him.

My paper was run, in the mid-1920s, in an agreeably informal and uninhibited manner. One of our reporters, an old Oxonian with a game leg, lived in a barn with a horse and sometimes mounted this steed to go on assignments.

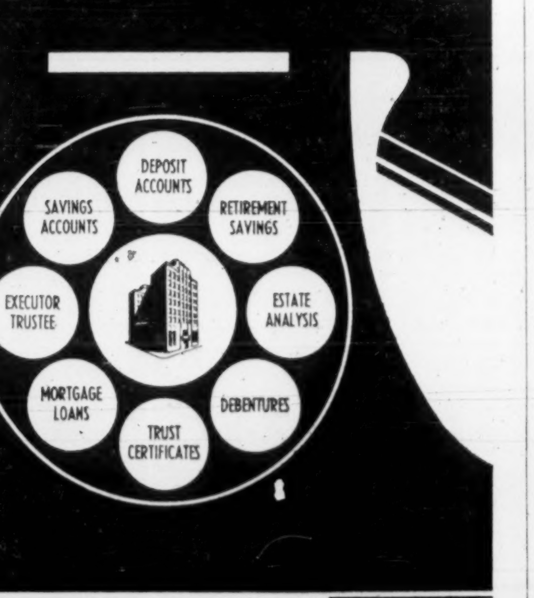
Those were the days, now gone forever, of the vagabond or roving reporter who might turn up from anywhere at all, Sheboygan or Liverpool or Panama to mention three examples, and could claim by unbroken custom two weeks' employment. Strange, fly-by-night wanderers blew in and out of the office.

One man turned in, on his first day, an interview with an American big-game hunter on his way to the Rockies to beat the world's record of shooting six grizzlies in 15 minutes.

Next day he talked to the inventor of a space ship who was planning a voyage to the moon.

When, on the third day, he found a man who knew positively that Jesse James was still alive and could produce the bandit, it seemed time to take this imaginative journalist in hand. He wasn't fired incontinently but taught to report facts instead of fancies; and, as I recall, he became a useful member. But memory is inexact; he may have been the one who ran away with a circus.

Not long after that I left Saskatoon and, except for one flying visit in 1936, have not been back; but I remember the place with affection. To its new denizens, all strangers to me, I send greetings.



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F1861

Sask. Cities To Lure Industry

REGINA (Staff) — Several of Saskatchewan's 11 cities are negotiating with the provincial government to establish Municipal Development Corporations authorized by legislation this year.

Officials of the recently formed Department of Industry and Information told **FP** negotiations started after a one-day conference with representatives of the cities, designed to pool plans for attracting industry to the province.

MDC's can be set up to provide accommodation, services or finance to prospective industries. Loans are obtainable from the **Saskatchewan Industrial Development Fund.**

One hot topic: how can municipalities work with the provincial department and still respect the confidence of firms making enquiries? No solution to this problem was reached at the conference.

Officials stressed the importance of confidential relations with clients and the need for an element of competition between cities in attracting industry.

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FP reports on

OTTAWA

What the federal government is doing to you and for you . . .

STEWART BATES, president of Central Mortgage & Housing Corp., told the Senate Banking and Commerce Committee studying new housing legislation that most Canadians get their mortgages paid off in 15 years — though the legislation provides for up to 35 years to pay off National Housing Act mortgages in future.

Bates pointed out that NHA mortgages can be paid up after three years without penalty and non-NHA mortgages after five years without penalty.

* * *

IN DEBATE on government legislation increasing federal aid for vocational and other training by the provinces, J. W. Pickersgill (Bonavista-Twillingate, Nfld.) said the Liberals would like the aid extended by:

- **Providing the total cost** of training unemployed from the federal treasury, as a responsibility the entire nation should assume.
- **Providing additional incentives** to the unemployed to take training for new jobs.

* * *

PRIVATE organizations and individuals had contributed nearly $1.2 million toward world refugee year in Canada by Nov. 20, External Affairs Minister Green informed the Commons.

* * *

MOST COSTLY anti-combines action by the federal government since March 31, 1959, was its unsuccessful prosecution against the brewery empire of E. P. Taylor.

A Commons return tabled by Justice Minister Fulton shows four counsel were paid $91,887 and three economic and two accounting consultants $18,030 for work on the case. Total: $109,917.

* * *

CANADA'S FIRST major government-sponsored resources conference since 1906, slated for Montreal next October, will hear about 80 background papers. Attendance is expected to be 500 or more from government, business and universities. Some questions to be considered:

What does the spread of cities and suburbs mean for agriculture, wildlife, outdoor recreation? How can Canada's forests meet world demand for newsprint and lumber — expected to double over the next 50 years? Can we make better use of farmlands, parklands, forests? What's the best solution to an increasingly serious problem of water pollution?

* * *

BUSINESSES that want a private mobile radio system should have an easier time getting a license from Department of Transport.

Because private systems operate on very high frequencies and channels available are limited, licences were previously restricted to those who could prove an essential need.

Transport Minister Balcer says technical advances have resulted in more economical use of frequencies through closer spacing of channels. Result: DOT is able to permit more general licensing. Same goes for radio dispatching systems in large centres — more will be permitted to operate on a competitive basis.

* * *

WARNING to farmers: Don't feed your hogs kitchen scraps — it might give them hog cholera.

The Agriculture Department reported that 40 hog farms in southwestern Quebec and six in eastern Ontario have lately been infected, resulting in slaughter of 8,671 hogs. It cautioned: Don't visit other piggeries or invite neighboring hog-raisers to visit you. That's how cholera germs get around.

* * *

INDUSTRY is hiring more native Indians.

Example: Some 1,600 Indians worked in the sugar beet fields of Alberta and Saskatchewan this year — 425 more than in 1959. NES placed most of them.

Other work NES has found for Indians: On railway extra gangs, at brush clearing for highway construction, clearing for pipeline work and mill sites. Indians did most of the clearing in back-flood areas for Manitoba's Grand Rapids power project. Indian workers are also being employed extensively in general construction, as boat crew members, at farm labor.

Young Indians are also being steered into vocational training including watch repair, plumbing and barbering.

ANNOUNCEMENT

CANADIAN LOCOMOTIVE APPOINTMENTS

DONALD C. HUBBLE

NORTON R. COLLINS

In keeping with Canadian Locomotive Company Limited planned expansion program, Mr. N. K. Anderson, Vice-President, Marketing, announces the appointment of Donald C. Hubble, P.Eng., Manager of Distributor Sales and Norton R. Collins, Manager of Locomotive Sales.

Both men have been associated with Canadian Locomotive for many years and have an extensive background in their particular fields of operations. Mr. Hubble and Mr. Collins will continue functioning from the company's head office, Kingston, Ontario.

This announcement is not an offer or solicitation to buy securities. The offer is made only by the communication on behalf of Ford Motor Company to the ordinary stockholders of Ford Motor Company Limited.

To the Holders of American Depositary Receipts for

Ford Motor Company Limited

Ordinary Stock

Notice of Offer to Purchase Ordinary Stock

An Offer on behalf of Ford Motor Company ("Ford U.S.A.") to purchase all of the Ordinary Stock of Ford Motor Company Limited ("Ford England") not already owned by Ford U.S.A. has been mailed to the ordinary stockholders of Ford England. Such Offer is being transmitted to the registered holders of American Depositary Receipts for Ford England Ordinary Stock by Morgan Guaranty Trust Company of New York. The Offer is made only by the communication on behalf of Ford U.S.A. addressed to ordinary stockholders and may be accepted only in accordance with the instructions accompanying the Offer. Holders who wish to deposit their American Depositary Receipts in connection with the Offer must forward their Receipts so as to arrive at the office of Morgan Guaranty Trust Company of New York, Corporate Trust Division, 140 Broadway, New York 15, N. Y. not later than 3 P.M. Eastern Standard Time on January 9, 1961.

Goldman, Sachs & Co. is organizing a group of securities dealers to solicit acceptances of the Offer on the part of holders of American Depositary Receipts. Copies of the Offer and related material may be obtained from Morgan Guaranty Trust Company of New York or from Goldman, Sachs & Co.

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December 14, 1960.

ANNOUNCEMENT

UNION CARBIDE APPOINTMENT

JOHN VANDERKOP

The appointment of John Vanderkop as Export Manager for Union Carbide Canada Limited is announced by John S. Dewar, Vice-President, Operations. In his new position, Mr. Vanderkop assumes responsibility for all export activities relating to the Company's chemical, plastic and food casing products.

How Montrealers Outbid the World On Subway Cars

MONTREAL (Staff) — Officials of **Montreal Locomotive Works Ltd.**—which has landed a $4 million subway car order from **Toronto Transit Commission** — figure they have beaten the foreign competition bogey.

Hard work, engineering ingenuity, plenty of development cash and excellent co-operation from Canadian parts and equipment suppliers, says MLW, enabled it to snatch the order from under the noses of nine competitors.

They included U.K., German, French and Japanese firms.

Determined to get subway car business, MLW officials visited TTC to find out why previous orders had been placed with U.K. builders.

TTC said it didn't feel Canadian builders — none of whom have ever tackled a subway car — had sufficient experience to meet the commission's requirements.

It suggested Canadian car builders associate themselves with more experienced foreign makers.

MLW, accordingly, made a deal with **Pullman Standard Manufacturing Co.** of the U.S., a firm with 89 years experience in the railway passenger car, street and subway car fields.

From Pullman, MLW got valuable engineering assistance plus technical and manufacturing "know-how".

Another factor which aided MLW in landing the job: Heart of a subway car is its electric traction motors.

Experience gained by manufacture of some 1,300 diesel electric locomotives proved to be a big help.

Company soon discovered subway car construction is not altogether different from diesel electric locomotive building.

The biggest difference is that while weight must be built into a locomotive, subway cars must be made as light as possible.

TTC tenders had specified a subway car 57 ft. long, intended for eight-car trains. Bidders, however, had the option of submitting their own proposals.

MLW engineers concluded a train of six 74 ft. cars could move as many people. While the cost per car was higher, cost per train to TTC would be lower. Company thus based its bid on the longer car which ultimately was to win favor with TTC.

MLW also credits its success, in large measure, to the excellent co-operation from Canadian manufacturers in the electrical, aluminum, plastics, casting and other fields. They will supply parts and materials for the subway cars on sub-contracts.

These manufacturers, a company official told **FP** not only produced excellent designs but offered other help and quoted "good" prices.

The 36 subway cars to be built for TTC will embody 90% Canadian materials and labor. Only a few items, not made in Canada, will be imported.

First cars will be built in 1961. The balance will be built and delivered in 1962-63.

As the TTC subway operates on a different track gauge than ordinary railways, the cars will be stripped of their trucks and shipped to Toronto by flatcar.

MLW officials feel that building of subway cars could become a continuing business.

Indications are TTC will require 100 to 150 cars in the next decade, both for replacement and for expansion of its system.

In addition, construction of Montreal's much talked about subway may actually start in the not too distant future. This would provide another potential market.

Not being overlooked is the export potential.

While MLW officials feel it is too early to talk about chances its subway cars might have in foreign markets, company is certainly going to investigate sales possibilities.

Offer Debentures Of Northern Tel.

MONTREAL (Staff)—An issue of $2 million 20-year 6% sinking fund debentures of **Northern Telephone Ltd.**, New Liskeard, Ont., is expected to be offered at par shortly by a syndicate headed by **Royal Securities Ltd.**

The issue is to mature Jan. 2/81. Debentures are redeemable at a premium of 6% to Jan. 1/64; the premium declining 1% every three years to par after Jan. 1/79.

The debentures are not redeemable for refunding prior to Jan. 1/73.

Northern Telephone operates a telephone system in Northern Ontario and Northwestern Quebec.

ANNOUNCEMENT

BRITISH COLUMBIA CEMENT COMPANY LIMITED

B. M. BRABANT

Appointment of Mr. B. M. Brabant as Vice-President and General Manager of the British Columbia Cement Company Ltd., and also as a Director and Vice-President of its parent organization, Ocean Cement and Supplies Ltd., has been announced in Vancouver by Mr. W. F. Foster, President of both companies.

Mr. Brabant brings to his new post twenty-eight years of world-wide experience in management with the world's largest cement company, the Associated Portland Cement Manufacturers Ltd. of Great Britain which has interests in 41 cement plants throughout the world. Associated Portland Cement has a technical aid agreement with and a substantial interest in the two Canadian companies.

Immediately prior to his new appointment, he was Sales Director of Malayan Cement Ltd. in Kuala Lumpur, one of the affiliated companies of A.P.C.M., and was previously Director and Chairman of the Cement Marketing Company of Australia.

During the war, Mr. Brabant served as Lieutenant Commander in the Royal Navy, on active service on the Atlantic and in the Mediterranean. His new posts were made effective December 1 at a meeting of the Board of Directors of both companies held in Vancouver.

Leonardi Trouble Shooter For Venezuelan Power Co.

C. W. Leonardi, new president of **Venezuelan Power Co.**, has left the firm's Toronto head office for Venezuela, to take direct charge of its operations there.

Leonardi, an officer of a private investment firm controlled by interests associated with Toronto investment dealers **Gairdner & Co.**, recently succeeded Dr. Richard L. Hearn as president of Venezuelan Power.

Hearn had assumed the presidency in 1959 on the death of Fred C. Manning of Halifax. Majority holder of company's bonds and common stock is the Manning estate.

The Canadian-financed company, established in June, 1959, had two operating subsidiaries in Venezuela — at Barcelona and Anaco.

Operations at Barcelona were plagued by breakdowns of the old equipment, and were said to have suffered from inadequate local management.

The municipality of Barcelona this year declined to renew company's contract.

Venezuelan Power then sold its Barcelona assets to private local interests, with payment to be made over a three-year period.

The operation at Anaco, in the heart of the oil country, was hit by the shutdown of exploration activity.

Contract is currently being negotiated with the one exploration company which is still active, **Mene Grande Oil Co.**, for a power exchange arrangement which would enable Venezuelan to use its generating equipment more fully.

Current cash flow is insufficient to service funded debt, which amounted to $3,371,068 at June 30, 1960. Capitalization outstanding included 280,000 6% preferred shares, par $10, and 280,022 common shares.

Recent bid and asked quotations on the preferred stock were 25c-75c, and on the common, 38c-40c.

In the period from inception June 5, 1959, to June 30, 1960, net loss was $118,989. Deficit stood at $202,989 at mid-1960.

In June, 1959, Gairdner & Co. offered 100,000 units, consisting of one 6% preferred and one common share, at $9 per unit, and $2 million 6½% 15-year sinking fund debentures.

Each $1,000 debenture carried warrants to buy 80 preferred-common stock units at $10.01 per unit for five years.

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CFP 12-24

ANNOUNCEMENT

NORTH AMERICAN UTILITIES CORPORATION APPOINTMENT

JOHN D. GIBSON

Mr. M. A. Dhavernas, President, announces the appointment of John D. Gibson as Vice President of North American Utilities Corporation. Mr. Gibson is a Director of Candiac Development Corporation Ltd., Norac Finance Corporation Ltd., and other Canadian companies.

Jamaica Service October Net Up

MONTREAL (Staff) — October net income of **Jamaica Public Service Co.** was £48,662, 10.4% higher than in Oct./59.

Operating revenues rose to £203,608 (£178,777) and operating revenue deductions to £138,508 (£124,194).

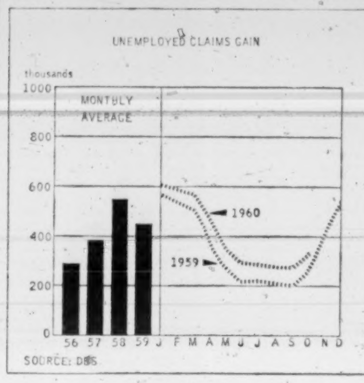
For 12 months to Oct. 31 net income was £547,689, 2.8% higher, and earnings applicable to common shares of **Jamaica Public Service Ltd.** (the parent) were $3.05 ($3.19) per share.

In June the parent company granted an option to **Colonial Development Corp.** to purchase 25,000 common shares at $30 (Canadian funds) per share, any time between Jan. 1/63 and Dec. 31/64. As a result 25,000 authorized and unissued shares have been reserved for this purpose. Recent market: $29½.

FP rounds up

TREND OF BUSINESS

There were 330,200 claimants for unemployment insurance benefit at Oct. 31, an increase of 18% over 279,500 a month earlier and 32% above 250,600 at Oct. 31/59. Compared to a year earlier, there were 40% more male claimants and 16% more female claimants. Peak point this year was January with 606,000 claimants (582,000 year earlier). Monthly average for 12 months ended Oct. 31/60 was 507,000 (457,000 in preceding 12 months).



Labor force in November was 3.4% higher than year earlier, largest increase since early in 1958. Employment increased at only half this rate, or by some 99,000 to 6,029,000 in November (6,131,000 in October), while unemployment rose 112,000 in the year to 429,000 (368,000 in October). Number of unemployed was 6.6% of labor force vs. 5.7% month before, 5.1% year earlier.

Retail trade sagged in October after small year-to-year gains in preceding two months. October sales totaled an estimated $1,395 million, down 4% from $1,453 million year earlier. For year to date, retail sales total $13,198 million, down 0.1% from $13,214 million in like 1959 period.

Chain stores have done better this year than retail trade as a whole, despite a 3.5% drop in October sales to $302.6 million ($313.7 million last year). Sales in January-October period rose 4.1% to $2,720 million ($2,612 million). Grocery and combination store chains boosted 10-month volume 5.9% to $1,288 million ($1,217 million).

Fewer goods enter market. Manufacturers' shipments were valued at $2,023 million in October, down 2.2% from previous month's $2,069 million and 5.5% below $2,142 million a year earlier. For first 10 months this year, shipments totaled $19,773 million, a decline of 0.2% from $19,807 million last year.

Manufacturers' inventories were virtually unchanged in the month, totaling $4,412 million at end of October. They were up moderately from $4,385 million a year earlier. Raw materials were up 0.3% from September, goods in process were down 0.6%, while finished products were practically unchanged.

Wheat flour production higher, exports lower. Production of wheat flour in first three months of Canadian crop year (August-October) rose 4% to 10.8 million cwt. (10.4 million last year). Exports declined 17.5% in the period to 3.5 million cwt. (4.2 million).

Major Weekly Indicators

	Latest or Week	Date Ended	Previous Week	Change from Month ago %	Change from Year ago %
Passenger car production	(Dec. 17)	6,953	7,079	+ 2.0	— 1.5
Truck production	(Dec. 17)	1,122	1,179	+10.2	—22.2
Bus. fail. 4-wk. moving av. (no.)	(Dec. 8)	50.8	47.5	+33.7	+27.0
Steel ingot production .. (tons)	(Dec. 10)	83,006	81,951	—26.0	—31.6
Steel production (% capacity)	(Dec. 10)	64.2	63.4	—26.0	—35.8
T.S.E. industrial index	(Dec. 20)	514.25	508.00	+ 3.6	— 3.0
Yield 114 stocks	(Dec. 19)	4.67%	4.70%	— 0.4	+ 5.2
Chartered Banks					
Personal savings . ($ millions)	(Dec. 7)	7,156	7,165	— 1.3	+ 4.5
Loans outstand. . ($ millions)	(Dec. 7)	6,525	6,494	+ 4.0	+ 4.3
NHA mtge. bldgs. ($ millions)	(Dec. 7)	970	972	— 0.4	+ 1.5
Bank clearings					
Montreal ($ millions)	(Dec. 16)	1,408	1,081	+10.6	+12.4
Toronto ($ millions)	(Dec. 16)	[illegible]	[illegible]	[illegible]	[illegible]
Cdn. dollar .... (U.S. cents av.)	(Dec. 19)	102.158	[illegible]	.....	— 2.9
Carloading totals	(Nov. 30)	*98,275	66,723	+ 9.8	+ 10.7
Eastern Canada	(Nov. 30)	*64,061	42,196	+16.0	+13.5
Western Canada	(Nov. 30)	*34,214	24,527	— 0.1	+ 5.9
Iron and steel mfg.	(Nov. 30)	* 1,665	1,191	+34.5	+ 7.2
Ores, concentrates	(Nov. 30)	* 5,150	3,894	—13.1	— 9.1
Base metals	(Nov. 30)	* 1,252	758	+59.9	+73.1
Lumber, timber, plywood	(Nov. 30)	* 4,766	3,383	— 5.2	+ 9.9
Cement	(Nov. 30)	* 659	357	— 1.2	+95.0
Bank of Canada holdings of					
Securities ($ millions)	(Dec. 14)	2,786	2,787	+ 0.6	+ 3.9
Short-term govt. ($ millions)	(Dec. 14)	930	931	+ 6.3	+20.1
Long-term govt. . ($ millions)	(Dec. 14)	1,728	1,728	— 2.4	— 3.9
Other securities . ($ millions)	(Dec. 14)	14	14	.....	—22.3
Department Store Sales					
% change from year earlier	(Dec. 3)	+ 2.4	— 5.4	+ 0.8	— 2.9

* Nine-day end-of-month period.

Facts by the Month

	Latest Month		One Month Previous	Change From Two Months Ago %	Change From Year Ago %
WHAT WE PRODUCE—					
In all industries (Index)	Sept	170.1	162.7	+5.1	—1.5
In factories (Index)	Sept	153.0	145.6	+6.3	—1.4
Total nondurable goods (Index)	Sept	160.6	154.4	+9.3	+0.8
Food & bev.	Sept	165.6	161.4	+5.7	—2.8
Textiles	Sept.	123.0	114.8	+34.7	—3.7
Clothing	Sept	121.4	113.6	+14.0	+2.9
Chemical products	Sept	236.8	227.0	+6.3	+20.0
Total durable goods (Index)	Sept	144.1	135.2	+2.4	—4.1
Iron and steel products	Sept	140.8	133.1	+9.2	—9.3
Primary iron & steel	Sept	161.0	143.8	+14.8	—10.4
From mines (Index)	Sept	257.4	253.7	—2.2	—7.7
Metals	Sept	200.2	207.4	—4.8	—11.5
Nonferrous smelting, refining	Sept.	166.8	165.1	+3.5	+10.7
Gold	Sept	107.4	106.8	—6.5	+1.6
—From farms					
Cattle delivered (000)	Sept.	201	159	+30.5	+8.1
Hogs graded (000)	Sept.	502	390	+27.1	—38.2
Grain mill products (Index)	Sept.	138.0	129.0	+8.4	+5.4
—From sea					
East Coast catch ($000)	Oct.	3,432	5,521	—51.7	+5.2
West Coast catch ($000)	Oct.	2,448	2,589	—59.7	—33.7
—From forests					
Newsprint (000 tons)	Oct.	591	571	+3.7	—0.3
U. S. publishers' stocks (days)	Oct.	37	43	—22.9	—9.8
Pulp (000 tons)	Oct.	986	933	+2.8	—0.1
—In powerhouses					
Electricity (million kwh.)	Oct.	9,569	9,249	+2.6	+5.9
WHAT WE SELL—					
▪**Retail sales ($ millions)**	Oct.	1,395	1,352	+6.3	—4.0
Dept. store sales ($ millions)	Oct.	134.6	125.8	+25.0	+0.1
Wholesale sales ($ millions)	Sept.	686	658	+3.5	—2.8
▪Mfrs. outstdg. orders ($ millions)	Oct.	1,966	1,989	—2.2	—6.6
Pass. car sales (units)	Sept.	26,173	29,265	—23.8	+2.4
WHAT'S ON HAND—					
▪Mfrs. inventories ($ millions)	Oct.	4,412	4,412	—0.7	+0.6
Dept. store stock sales ratio	Oct	2.6	2.6	—10.3	+4.0
SPENDING, SAVING POWER—					
Labor income ($ millions)	Sept.	1,603	1,574	+2.5	+3.4
Dividend payts. (Index) (annual rate)	Nov.	332.6	323.0	+3.1	+6.5
JOBS—					
▪Persons with jobs (000)	Nov.	6,029	6,131	—1.9	+1.7
▪Jobless seeking work (000)	Nov.	429	368	+31.2	+35.3
▪Do. (% of labor force)	Nov.	6.6	5.7	+29.4	+29.4
CONSTRUCTION—					
Contract awards ($ millions)	Nov.	248	227	—14.2	—20.5
FOREIGN TRADE—					
Exports ($ millions)	Oct.	483	448	+0.6	+3.2
Imports ($ millions)	Oct.	453	430	+1.8	—5.8
MONEY—					
Money supply ($ millions)*	Sept.	13,322	13,081	+2.4	+1.9
Cheques cashed ($ millions)	Sept.	22,194	22,834	—1.4	+8.7
Life insurance sales ($ millions)	Oct.	447	483	+9.8	—3.0
▪Notice deposits ($ millions)	Oct.	8,006	7,876	+3.1	+2.6
▪Current public loans ($ millions)	Sept.	6,138	6,140	—1.6	—2.0
PRICES—					
▪**Consumer prices (Index)**	Nov.	129.6	129.4	+0.9	+1.0
Wholesale prices (Index)	Nov.	229.7	230.3	—0.3	—0.2

*Total deposits, less Govt. of Canada deposits, less float, plus notes in circulation outside the banking system.

STRATEGIC MATERIALS—Production and Supply—	Latest Month		Month yr. ago	Yr. to date	% chge. yr. to date
Steel ingots▴ (000 tons)	Nov.	437	532	5,339.0	+1.2
Nickel (000tons)	Sept.	18.2	16.2	159.9	+19.6
Primary copper (000 tons)	Sept.	34.6	35.4	332.3	+14.3
▪Lumber exports (millions fbm.)	Sept.	371	333	3,450.1	+8.1
▪Lumber (million fbm.)	Sept.	683	595	6,143.3	+7.9

▴Ingots only; previous series included steel castings.

▪New item this week.

Index based: production 1949=100; consumer price index 1949=100; wholesale price index 1935-39=100.

Date of issue for your file; The Financial Post, December 24, 1960.

Canada Escapes the Worst Of 'Buy American' Ruling

From Our Own Correspondent

WASHINGTON — Canada has largely escaped from the "save the dollar" meat axe being swung by the Pentagon.

Our escape probably saves us upwards of $10 million a year (**FP**, Dec. 17).

The Pentagon has specifically exempted all U.S. servicemen's families living in Canada from the orders that more than half of them living abroad must go home.

Also, a specific exemption has been granted to Canada so that Canadian defence industry escapes the new "Buy American" crackdown on U.S. foreign military purchases.

Canadian diplomats, however, have so far been unable to convince the Americans that Canada should be exempted from other "save the dollar" actions taken by Washington.

These include the ban on less developed countries spending U.S. foreign aid money in other nations such as Canada, and the ban on U.S. foreign military clubs and embassies buying Canadian whisky.

The former ban will cost Canada up to $10 million a year and the second will cost Canada $6-$9 million annually.

One small concession was granted to Canadian whisky, however. It can be sold by the glass at military clubs overseas.

Canada might be hit by other U.S. military actions aimed at saving money or altering strategy.

Orders have gone out from Washington for U.S. commanders abroad to submit a report on how support-type units such as postal units, special services, etc., can be reduced or eliminated and what construction can be slowed or stopped. There might be some action taken on this in Canada.

Changing U.S. strategy may mean the departure of the three squadrons of U.S. Navy radar planes operating out of Argentia, Nfld.

They may be transferred to Iceland where they can operate more efficiently and might later have their job altered to include a submarine watch.

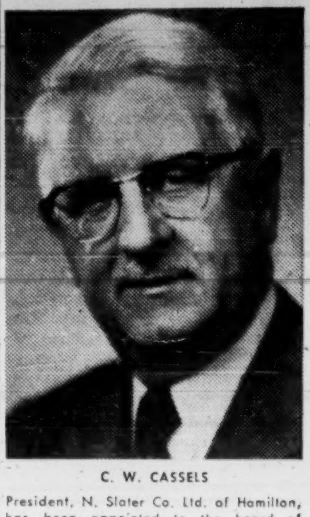
The Argentia base would be cut back to a mere auxiliary field if the change goes through next summer as seems likely.

CUBANS BUY BANK

Bank of Nova Scotia last week turned over its eight Cuban branches to Banco Nacional de Cuba, Cuba's central bank (**FP**, Dec. 17). F. William Nicks, president, said "the transfer was effected with full dollar repatriation of our shareholders' moneys". The Cuban bank gets all the assets and liabilities of the Canadian bank in Cuba. Bank is reported to have received $2.6 million as compensation.

ANNOUNCEMENT

GREENING DIRECTOR



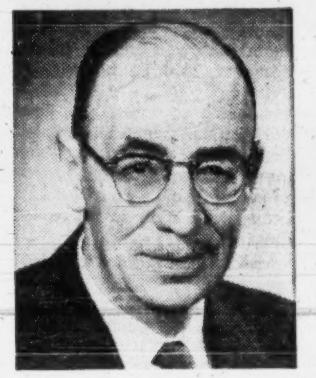
C. W. CASSELS

President, N. Slater Co. Ltd. of Hamilton, has been appointed to the board of directors of the B. Greening Wire Company Limited, Hamilton.

ANNOUNCEMENT

CROWN TRUST PROMOTIONS

R. HUGH DUNLOP



W. T. ENGLAND

Crown Trust Company announces the appointment of R. Hugh Dunlop as Manager of the Corporate Trust Department and W. T. England as Assistant Manager of the Transfer Department at its head office in Toronto.

Mr. Dunlop and Mr. England have been officers at head office for a considerable number of years and bring to their respective new duties long experience in the operation of their departments. Mr. Dunlop is a graduate of the University of Toronto and Osgoode Hall.

THE ROYAL BANK OF CANADA

Condensed Annual Statement

30th November, 1960

ASSETS

Cash on hand and due from banks (including items in transit)		$ 583,133,005
Government of Canada and provincial government securities, at amortized value		836,842,656
Other securities, not exceeding market value		524,049,613
Call loans, fully secured		316,818,517
Total quick assets		$2,260,843,791
Other loans and discounts		1,597,496,232
Mortgages and hypothecs insured under N.H.A. (1954)		288,810,202
Bank premises		51,133,393
Liabilities of customers under acceptances, guarantees and letters of credit		92,633,136
Other assets		5,905,496
		$4,296,822,250

LIABILITIES

Deposits		$3,884,134,258
Acceptances, guarantees and letters of credit		92,633,136
Other liabilities		28,191,979
Total liabilities to the public		$4,004,959,373
Capital paid up	$ 66,433,759	
Rest Account	223,774,341	
Undivided profits	1,654,777	291,862,877
		$4,296,822,250

Statement of Undivided Profits

Profits for the year ended 30th November, 1960, after provision for *income taxes and after making transfers to inner reserves out of which full provision has been made for diminution in value of investments and loans		$ 19,503,702
Dividends at the rate of $2.12½ per share	$ 13,707,221	
Extra distribution at the rate of 25¢ per share	1,663,200	15,370,421
		$ 4,133,281
Transferred from inner reserves after provision for *income taxes exigible		7,000,000
Balance of undivided profits, 30th November, 1959		521,496
		$ 11,654,777
Transferred to Rest Account		10,000,000
Balance of undivided profits, 30th November, 1960		$ 1,654,777

*Total provision for income taxes $28,560,000.

W. E. McLAUGHLIN, President

C. B. NEAPOLE, General Manager

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ANNOUNCEMENT

BOAC APPOINTMENT

HUGH J. YEA

John S. Thurman, Sales Manager—Canada for British Overseas Airways Corporation, announces the appointment of Mr. Yea as Deputy Sales Manager—Canada. Mr. Yea joined the Corporation in 1935 and has been responsible for BOAC sales in eight different countries around the world. He will make his headquarters at BOAC's Offices in Toronto.

Quebec Forecast: New Taxes Coming

MONTREAL (Staff) — Quebeckers are finding out that welfare programs cost money.

Effective Jan. 1:

- **Taxes** on corporation profits will be increased from 10% to 12% but depreciation allowances will be more liberal.
- **Exemptions** under Quebec's personal income tax law will be reduced from $1,500 to $1,000 for single persons and from $3,000 to $2,000 for married persons.

Revenue of nearly $25 million from these changes will help finance Quebec's hospital insurance plan. Most of the cost will be defrayed through federal payments, as in other provinces, and through diversion of funds set aside for the care of indigent patients.

Other Quebec tax increases appear likely, a record deficit of more than $130 million having been forecast for the year ending March 31/61.

A supplementary budget of $144.1 million was tabled in the Legislative Assembly last week by Premier Jean Lesage in his capacity as finance minister.

Still to be passed is the wide range of other social welfare legislation forecast in the Throne Speech. Implementing election promises, it includes supplementary allowances to the aged, the blind, invalids and needy mothers.

Payments also will be made to needy widows and spinsters beginning at age 60.

The Quebec government also has promised to "take the first steps toward free schooling, to 'quicken' the development of secondary education and to encourage more effective recruiting and better training of teachers."

Another bill will authorize payments of allowances to parents on behalf of school children.

The increase in corporation taxes to 12% to help pay for the hospital insurance plan will mean double taxation for Quebec firms to the extent of the increase unless a new deal is worked out with Ottawa.

At an Ottawa conference in January, Lesage is expected to ask the federal government to vacate more of the corporation tax field. Ontario also is interested as Ontario companies pay an 11% provincial tax, making them subject to 1% double taxation.

Two major changes in Quebec's tax structure will lessen the impact of the new rate.

- **Under the new law,** Quebec will adopt the federal system of depreciation allowances.
- **Beginning with 1965 returns,** Quebec companies will be able to take into account losses in the preceding five years.

The Quebec depreciation allowance is now 10% a year for 10 years. It will become 20% the first year and 20% of the balance in subsequent years until fully written off.

Taking these changes into consideration, Quebec is expected to derive another $10 million from corporation taxes, now running around $88 million a year.

Changes in personal income taxes will add 210,000 persons to the rolls and will produce some $14 million additional revenue.

Regional Unemployment

Region	Labor Force Nov. 1960	Labor Force Oct. 1960	Labor Force Nov. 1959	Unemployed Nov. 1960	Unemployed Oct. 1960	Unemployed Nov. 1959
	(in thousands)					
Atlantic	583	592	552	53	46	40
Quebec	1,807	1,820	1,762	143	126	101
Ontario	2,384	2,392	2,308	127	120	104
Prairie	1,101	1,111	1,064	49	31	35
Pacific	583	584	561	57	45	37
CANADA	6,458	6,499	6,247	429	368	317
Men	4,748	4,776	4,661	363	306	273
Women	1,710	1,723	1,584	66	62	44

B.C. Unemployment 9.8%, Figure Highest in Canada

OTTAWA (Staff) — Between November, 1959, and November, 1960, total employment in Canada rose slightly from 5.9 million to 6 million.

DBS says continued growth of service industries was responsible.

In the same period, total unemployed rose from 317,000 to 429,000 — 6.6% of the 6.5 million labor force, compared to 5.1% a year earlier.

DBS says construction and manufacturing showed declines in employment.

In both Ontario and Quebec and to some extent on the Prairies — thanks to favorable weather conditions — employment in construction held up well.

Here's the DBS report on the picture region by region:

- **Atlantic:** Declines in employment mainly seasonal, biggest in agriculture, construction, forestry.

Unemployment in November 9.1% of labor force, up from 7.2% a year earlier.

- **Quebec:** Slight improvement in over-all non-agricultural employment due mainly to consistently higher level in mining and continuing growth in some service industries.

"Greatly" increased housing starts and the beginning of the winter works program kept construction at a high level, with a further assist from favorable weather.

Unemployment 7.9% of labor force, up from 5.7% a year earlier.

- **Ontario:** A 15,000 decline in employment between October and November was about normal for the period, all accounted for by male workers.

An employment increase over the year of 53,000 was all accounted for by women, mainly in service industries.

Unemployment 5.3% of the labor force, compared to 4.5% a year earlier.

- **Prairies:** Most of the 28,000 reduction in employment from October to November was in agriculture as harvesting ended.

Favorable weather kept up construction work into early November.

Unemployment 4.5% of labor force compared to 3.3% in November, 1959.

- **Pacific:** Lower employment particularly evident in construction, fishing, lumbering and associated industries.

As in most previous months this year, mining and pulp and paper employment compared favorably with a year earlier.

Unemployment 9.8% of labor force, up from 6.6% a year earlier and 7.7% in October.

Canadians Buy U.S. IGA Depot

Two senior executives of Canadian food distribution organizations are heads of a private group which has bought a Chicago firm in the same industry.

Eighty-year-old **Franklin, MacVeagh & Co.** is the IGA (Independent Grocers' Alliance) supply depot for Chicago. In 1958, it occupied its new 200,000 sq. ft. distribution centre in Elk Grove Village, Ill.

Heading the small, private group which has bought control are Bertram M. Loeb of Ottawa and John F. Damore of Toronto.

An equity interest has also been acquired by **United North Atlantic Securities Ltd.**, U. K.-owned merchant bank whose Canadian headquarters is in Montreal.

Loeb is president of **M. Loeb Ltd.**, Ottawa IGA supply depot for eastern and northern Ontario; **Horne & Pitfield Foods Ltd.**, Edmonton IGA supply depot for Alberta; and **Supersol Ltd.**, Tel Aviv.

Damore is executive vice-president of **IGA of Canada**, chairman of Horne & Pitfield, president of **Foodway Distributors Ltd.**, London, Ont., and director of M. Loeb Ltd.

Both Loeb and Damore are directors of IGA International.

Sale is to be effective Jan. 9. Purchase price was not disclosed.

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Standard Wire Has Profit, Gets Extension on Report

Net profit of **Standard Wire & Cable Ltd.** for three months to Aug. 31/60 is reported as $10,090 in a Toronto Stock Exchange filing statement.

No provision was made for depreciation. On basis used in the past, it would have amounted to $14,596 for the quarter.

Annual report for year ended May 31 has not yet been issued. Company has been given a one-month extension to the six months in which TSE-listed firms are normally required to publish annual statements.

Stock has been selling recently at 40c a share, compared with its original offering price of $2.50 when first issued late in /59.

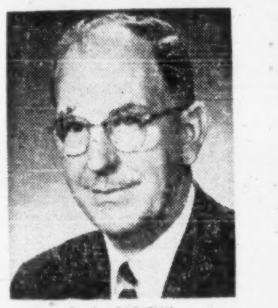
Balance sheet at Aug. 31 showed accounts receivable of $ 50,893, accounts payable of $677,305, and working capital of $73,511. Deficit totaled $678,493.

Statement was filed with the exchange to report changes in management. Chairman Milton Unger has taken over the presidency from Edmund S. Rose.

G. G. Hughes is vice-president and general manager, and G. W. Vogan vice-president in charge of sales.

ANNOUNCEMENT

GLOBELITE BATTERIES LTD. APPOINTMENTS



R. A. CADIEUX

J. HART

Globelite Batteries Ltd., Winnipeg, is pleased to announce two new executive appointments. Mr. R. A. "Bee" Cadieux is appointed Eastern Sales Manager, Toronto, and Mr. J. Hart is appointed Manager, Globelite Batteries (B.C.) Ltd., Vancouver.

Mr. Cadieux is past president of the Automotive Supplies Manufacturers Association, past chairman, Oil Industry T.B.A. Suppliers Group, and has had many years experience in the battery industry across Canada.

Mr. Hart, formerly Eastern Sales Manager, has had 13 years' experience in industrial and automotive battery sales. He was previously with Gould-National (Canada) Limited, whose automotive battery plants were recently purchased in Canada by Globelite Batteries Ltd.

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International Earns 83c Share

International Mining Corp. earnings for first nine months were $500,130 ($393,727 loss year ago), or 83c per share.

Improved profit position is largely due to income from **Canton Co. of Baltimore,** acquired by International earlier this year as a wholly-owned subsidiary. Income from company's 25% interest in Louisiana oil and gas properties is also higher.

Zinc Market Weaker Again

MONTREAL (Staff) — Canadian zinc producers have cut the price of the metal ½c lb. New price is 12c lb. delivered in Toronto or Montreal.

The move follows two successive ½c lb. price cuts instituted by U. S. producers in the last 10 days, which reduced the U. S. price to 12c lb. (U. S. funds).

Canadian zinc producers say they hope the new price levels will hold. The U. S. cuts, they feel, were overdue as former prices had been out of line with world levels for some time.

A reduction of 1c lb. in U. S. lead prices last week, bringing the price to 11c lb., so far has not been matched in Canada.

Smelters here hope their price of 10½c lb. will hold. Whether it does depends largely on how the metal fares on the London metal exchange from which Canadian producers in recent years have taken their pricing cues.

The lead and zinc markets there, described as "thin" at best, have been soft for a number of weeks.

Anticipated Spanish shipments and sales of U. S. zinc in the U. K. markets are believed to underlie the weakness.

Dom. Tar Will Expand Prairie Fibreboard Plant

MONTREAL (Staff) — **Dominion Tar & Chemical Co.** has substantially enhanced its position in the building materials field through acquisition of **Prairie Fibreboard Ltd.**, Saskatoon (**FP**, Dec. 3).

Dominion Tar expects to expand the Saskatchewan facilities in the near future to permit simultaneous production of both softboard and hardboard. This includes doubling "wet-end" equipment in plant.

Annual capacity will be raised to 30 million sq. ft. of softboard and 30 million sq. ft. of hardboard.

The Saskatoon-based operation, bought for $2,251,100 cash, will give Dominion Tar its first hardboard manufacturing facilities.

Hardboard distributed by subsidiary **Murray-Brantford Ltd.** has been purchased from other manufacturers.

The new plant also will give Dominion Tar its first softboard production in Western Canada. This market has been supplied by subsidiary **Donnacona Paper Co.'s** Quebec board mill.

The plant will operate as a division of Murray-Brantford.

Prairie Fibreboard, established in 1956 and built at a cost of $4.5 million, was initially designed to produce softboard from straw and hardboard from wood. Technical diffculties forced company to drop the straw process and convert to wood for its softboard operations.

Intended capacity was halved as only softboard or hardboard could be produced at one time.

Reed to Take Over Pulp, Paper Firms

MONTREAL (Staff) — Takeover of **Anglo-Canadian Pulp & Paper Mills Ltd.** and **Gulf Pulp & Paper Co.** by the U. K. owned **Reed** paper group (**FP**, Sept. 17) is going ahead.

Albert E. Reed & Co. is offering to acquire Anglo-Canadian shares on the basis of 66 Reed shares for every 10 npv common shares of Anglo.

The Daily Mirror, London, Eng., which held 50.24% of Anglo, exchanged its holdings of stock for Reed shares.

A Daily Mail subsidiary, **Fleetway Publications Ltd.** and **Imperial Paper Mills Ltd.**, 55.69% owned by Fleetway together own 99.8% of Gulf Pulp & Paper. These shares will be transferred to the Reed group.

Reed directors told shareholders, "Anglo-Canadian will provide an established base for expansion in North America."

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Glass Volume is Good, Profit Picture Tarnished

MONTREAL (Staff) — Glass business seems to be getting a little brighter but the earnings picture is still tarnished.

For October and November, the first two months of its fiscal year, **Dominion Glass Co.** reports volume "as good or a little better" as in corresponding 1959.

Chairman L. J. Belnap said for full 1960-61, volume should be at least maintained but he would make no forecast of earnings.

Capital expenditures for the year will be around $5 million. Work is expected to start early in 1961 on construction of a glass container plant at Burnaby, B.C. This will be a $4 million project.

Consumers Glass Co. says its sales have held up well in the new fiscal year, which began Sept. 1/60, "although operating profits have suffered materially."

Company is undergoing an internal reorganization which will involve a long-term capital expenditure program and a substantial writedown of inventory. (**FP**, Dec. 3)

Directors feel the year will be well advanced before these changes begin to show effective results.

IDB Loans Up In November

MONTREAL (Staff) — Loans and investments of **Industrial Development Bank** at Nov. 30/60 at $105,469,646 were 0.6% higher than $104,796,279 at Oct. 31/60.

November disbursements at $2,531,396 compare with $2,713,609 in Nov./59. Repayments were $1,858,055 ($1,728,920).

Here is the comparative statement of assets and liabilities:

	1960 Nov. 30	1960 Oct. 31
Assets		
Cash on hand or in bk.	116,113	103,288
Loans & investments	105,469,646	104,796,279
Prop. held for sale	286,898	287,898
Guar. & u/w agree.	79,226	53,618
Other assets	1,305,216	1,289,296
Total assets	107,257,099	106,530,379
Liabilities		
Capital, paid-up	25,000,000	25,000,000
Reserve fund	14,316,786	12,808,968
Reserve for losses	2,500,000	1,600,000
Bonds & debs. o/s	64,500,000	64,100,000
Liab. under guar. & u/w agree.	79,226	53,618
Other liabilities	861,087	2,967,793
Total liabilities	107,257,099	106,530,379

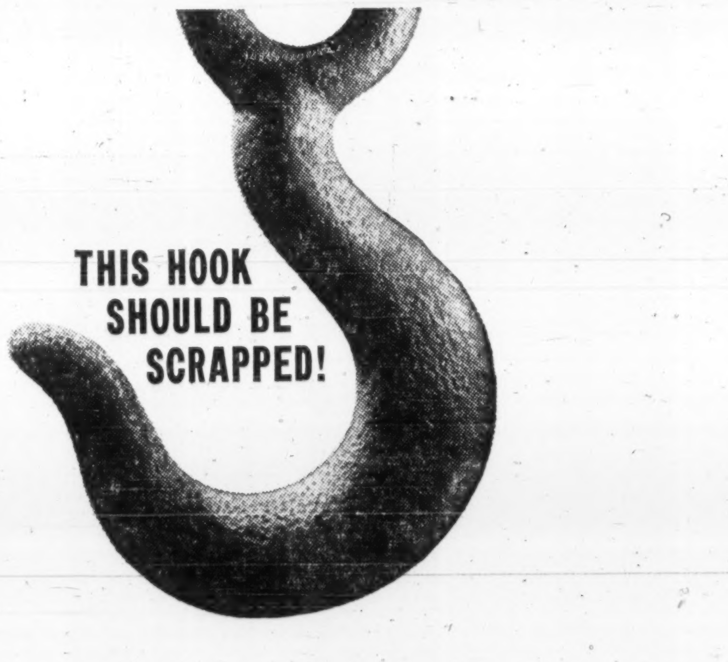
Sunkist Forms Canada Division

Sunkist Growers is forming an all-Canadian sales division.

F. H. Lingley, district manager, Toronto, will be Canadian division manager.

The division merchandising force will be supervised by Tom Moss. It will assist retailers in planning special promotions and other retail activity.

There will be district offices at Vancouver, Calgary, Regina, Winnipeg, Toronto, Montreal, Saint John.



unless the engineers and workmen who use it know their job

BRIDGE & TANK men know what they're doing! Next time you have a steel problem, anywhere in Canada—be it bridge or boiler, tank or tower, pressure vessel or pipeline, let BRIDGE & TANK solve it for you.

THE BRIDGE & TANK TEAM— A VERSATILE LINE-UP

HAMILTON BRIDGE DIVISION (Hamilton, Ont.) — Bridges, tanks, structural and warehouse steel.

BRIDGE & TANK WESTERN LTD. (Winnipeg, Man.)— Bridges, tanks, boilers, structural steel.

RHEEM CANADA LTD. (Hamilton, Ont.)—Metal drums, kegs, transformer cases, hot water heaters.

VULCAN MACHINERY & EQUIPMENT LTD. (Winnipeg, Man.)—Contractors and Construction Equipment.

VULCAN, FORD-SMITH LTD. (Hamilton, Ont.)—Aerial tramways, cableways and chairlifts. Contractors Equipment.

THE FORD-SMITH MACHINE CO. LTD. (Hamilton, Ont.)— Grinding and sanding equipment, hydraulic lifts, custom machine work.

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COMPANY OF CANADA LIMITED

Hamilton Bridge Division in Action

Chatham Storage Tank

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J. M. SMITH A. N. STEINER D. M. TURNBULL
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CONSULTING PARTNERS:
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Bishops's Offers Business Scholarships

MONTREAL (Staff)—Bishop's University, Lennoxville, Que., will offer three new scholarships totaling $6,000.

Tenable for four years, they will be awarded for 1961-62 academic year to students entering the business administration course.

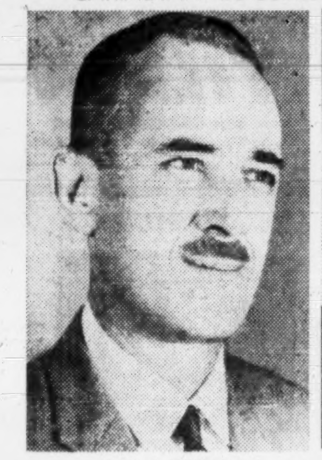
This department was established at Bishop's three years ago.

Dr. C. L. O. Glass, president, said industrial and academic leaders across Canada were consulted on the course so that students would be prepared for future responsibilities in business.

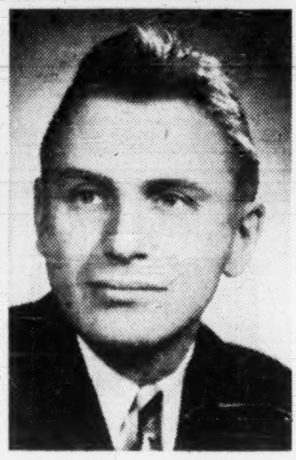
NEW CONSULTANT Service for airlines, government departments and tour operators opened recently in Montreal. Called **Consultair Ltd.**, company will advise travel organizations on trends in aviation, tourist promotion and traffic development. Heading the company is J. W. S. Brancher, formerly traffic director of IATA.

ANNOUNCEMENT

CANADIAN LOCOMOTIVE APPOINTMENTS



M. J. P. GLEESON



DONALD A. HAWLEY

Mr. N. K. Anderson, Vice-President, Marketing, announces the appointment of M. J. P. Gleeson, P.Eng., to the newly created position of Manager, Sales Engineering, and Donald A. Hawley, Advertising and Sales Promotion Manager.

Mr. Gleeson has served Canadian Locomotive in various capacities in Plant Engineering, Industrial and Process Equipment Sales. This new position will consolidate administration of sales for all divisions of the company and includes development of new product lines.

Mr. Hawley, formerly of Montreal, is well known in the advertising field, with broad experience in all aspects of agency operations and will co-ordinate the company's advertising and sales promotion activities.

British Mortgage & Trust Company

STRATFORD, ONTARIO

BALANCE SHEET — 31st OCTOBER, 1960

ASSETS

Capital Account		
Office Premises		$ 159,518
Real Estate held for investment		143,594
Bonds and Debentures:		
Municipal	$ 16,590	
Corporation	380,300	
		396,890
Stocks:		
Preferred	869,592	
Common	1,206,432	
		2,110,470
Short-term notes		500,000
Cash on hand and in banks		93,221
		3,369,247
Guaranteed Trust Account		
Mortgages and agreements for sale		32,026,057
Bonds and Debentures:		
Canada	4,925,775	
Provincial Governments	105,000	
Corporation	1,282,618	
		6,313,393
Cash on hand and in banks		1,090,212
		39,429,662
Estates, Trusts and Agencies		1,916,102
		$44,715,011

NOTE:

1. *Bonds and stocks are shown at book value which, in the aggregate, is less than market value.*
2. *Under the Company's stock purchase plan established in 1956, 109 shares of the capital stock of the Company have been purchased by employees in the year ended 31st October, 1960.*

LIABILITIES

Capital Account		
Capital Stock—issued and fully paid		$ 1,058,400
General Reserve Fund		1,700,000
Profit and Loss—credit balance		176,156
		2,934,556
Special reserve against losses on mortgages		350,837
Estimated balance of income tax payable		83,854
		3,369,247
Guaranteed Trust Account		
Guaranteed Investment Certificates:		
Principal	$28,767,731	
Interest due and accrued	609,154	
		29,376,885
Trust Deposits	9,306,813	
Short-term Deposits (including accrued interest)	745,964	
		10,052,777
		39,429,662
Estates, Trusts and Agencies		1,916,102
		$44,715,011

W. H. GREGORY, *President*

WILFRID P. GREGORY, *Executive Vice-President*

POST TRAVEL BUREAU

Where to go—how to go—where to stay

Life in Royal Palace Yours for $9 a Day

By BEATRICE RIDDELL

Like a king, you can hire a private railway car, live in a maharaja's palace or hunt tigers in India.

These are just some of the new tourist features being laid on for foreign visitors as India goes all out to capture a bigger share of international holiday spending.

And now that jet air travel has put Delhi within 24 hr. (including connections) of Vancouver, Montreal or Toronto, Canadians can expect to hear a lot more about fishing in the lakes and streams of Kashmir, skiing in the Himalayas, shopping in the crowded city bazaars.

An indication of India's high hopes for Canadian tourists is the new Canadian office of the government's tourist bureau, established in Toronto last June and expected to stage its official opening in a few weeks.

In 1959 some 1,500 Canadians visited India, according to the bureau's director Mrs. Khurshid Bamji. But this is only a fraction of the Indian holiday trips the new office hopes to promote.

Not all the special tourist-tempting features you will hear about are original. Many of the most popular gimmicks tried in other lands have been introduced in India.

These include "meet the Indians" program (modeled after the Danish plan) whereby Indians of similar professional background as your own will invite you to their homes; university graduate tourist guides (as in Greece) will show you the most interesting historical and archaeological sites; receptionists will meet you at the airport when you arrive.

For more VIP treatment, special tourist cards (available from the Toronto bureau) guarantee prompt customs clearance, priority on rail and hotel reservations and fixed prices for short-supply items such as films and liquor.

Still short on accommodation and transportation, India is fast improving these services. New, western-style hotels are being built in big cities. At least a dozen have opened recently (two each in New Delhi and Madras) with many more in the building or planning stage.

As in Europe, many of the splendid old palaces once owned by wealthy princes are being converted into hotels with a country club atmosphere. Finest of them all is the Rambagh Palace at Jaipur, until recently the home of the Maharaja of Jaipur. Furnished with priceless antiques and works of art, this palace boasts a private golf course, tennis courts, swimming pool and acres of beautifully tended gardens.

For such royal luxury, you will pay only $9 a day — including meals. But this is expensive for India. Daily rates, including meals at leading city hotels and palaces usually range from about $5 to $8.

For transportation, it is still best to rely on planes and trains rather than cars. Roads and highways are being improved but are still poor by Canadian standards.

For the best in luxury travel, hire a railway car of your own. It is attached to a mail or express train for travel anywhere you want to go, and you can stop off as long as you like along the route.

Private coaches (once only available to royalty) usually have three bedrooms, bathroom (with hot and cold water, bath and shower), living and dining rooms, completely equipped kitchen and servants' quarters.

Cost is ridiculously low. For instance: Total fare for four people and four servants making the 1,160 mi. journey from Calcutta to Pathankot (Kashmir) is only $128.16. Add about $2 per person per day for servants' wages and food.

Another novel but pleasant way to travel is by houseboat through lovely Kashmir. You can have your floating home—bedrooms, bathrooms, living and dining rooms etc. — towed where you will. Servants — who buy and prepare the food, clean and operate the boat — live in a separate barge. Rates average about $5 per person per day (including servants' wages and food.

Another tourist attraction (this one not cheap) is big game hunting. Princes who once had the forests to themselves find it profitable in less affluent modern times to leave the tigers for the tourists: Tiger season, incidentally, is October to May.

An organized shikar (tiger hunt) costs $2,000 minimum for one hunter, $3,000 for two. In some cases, a substantial refund is made if you fail to get a tiger.

A shikar takes about two weeks. Transportation through the jungle is by jeep or elephant, guides are expert marksmen, and there are plenty of servants to look after the bait (usually livestock), transport the dead tigers and prepare excellent western-style meals.

You sleep in comfortable forest huts, complete with bathrooms.

One reason for the steep price of a tiger hunt is the license. With India's tiger population on the decline, the government is limiting the shoots to those who are prepared to pay high.

Less costly are leopard, bear or deer hunts.

Another expensive item for your India trip is the cost of getting there. Your return jet ticket will cost $1,882.80 first class or $1,201.70 economy if you travel westbound from Vancouver; $1,944 or $1,179.70 eastbound from Toronto.

If you go that far, you might as well go around the world including stops in the Orient, Middle East and Europe as well as India. Jet air fare via this route: $1,998.90 or $1,249.60.

Required documents for a visit to India are a passport and smallpox vaccination certificate. If you pass through a yellow fever zone on the way, you must also produce proof of immunization against this disease. But whatever route you take, it is advisable to have an injection against cholera.

Alberta Skilift Offers Units

For the third time in recent months, Canadian investors are being offered securities of a company catering to skiers.

Latest corporate entry into the business end of the fast-growing sport: **Alberta Skilift Ltd.**

Company is offering 220 units at $275 each consisting of one $250 6½% 10-year debenture and 25 no par common shares.

Other ski enterprises recently launched are **Mont-Sutton Inc.**, building a ski centre in Quebec's Eastern Townships (**FP**, Sept. 17), and **Georgian Peaks Resorts Ltd.**, with a 200-acre ski resort near Collingwood, Ont. (**FP**, Oct. 22).

Alberta Skilift Ltd. is taking over the contract of **Ranger Oil (Canada) Ltd.** with **Lake Louise Lifts Ltd.**, to build and operate a lift from the upper terminal of Lake Louise Lifts' gondola lift to the top of Mount Eagle, in Banff National Park.

J. M. Pierce of Calgary is president of both Ranger and Alberta Skilift. Vice-President is Calgary oilman Carl O. Nickle. F. R. Matthews, a Calgary lawyer and executive, is secretary-treasurer.

Of an authorized 50,000 shares, 4,500 are outstanding and held by Ranger and associates. Ranger will subscribe all units not taken up in the current offering.

The Mount Eagle Lift, manufactured by **J. Pomagalski et Cie.**, would have a capacity of 900 persons hourly on its 100 towbars. There would be eight towers along its 3,600 ft. length.

New Motor Hotel At Soo Provides Car-park Heaters

New motor hotel opened Dec. 9 by **Caswell Hotels** at Sault Ste. Marie gives this growing Ontario tourist and convention centre another 40 first-class bedrooms, modern meeting and banquet facilities.

Each bedroom has a private bath and shower, plus dressing room with extra wash basin. Other extras: TV and radio in every bedroom, ice vending machines on each floor, plug-in heaters at each car parking space for cold weather.

This is the fourth in the Caswell chain of northern Ontario motor Lotels. The other three are at Sundridge, Sudbury and Espanola.

Director and prime shareholder in the chain's operations is Dalton J. Caswell, former president of the Ontario and Canadian hotel associations.

French Alps Building Up For Ski Horde

MONTREAL (Staff)—French government has begun preparing for a large influx of skiers to the 1962 World Ski Championships.

Announcement was made by Jean Sainteny, French commissioner general for tourism, here to open the "Maison du Tourisme", a government travel office.

A $4 million expansion program will include a new resort at Saint-Martin de Belleville, near the Savoy Alps resort of Courcheval, and one in the Ubaye-Haut-Verson valleys in the Basses-Alpes. Chamonix resort, near Mont Blanc, will be completely redeveloped.

In 1959, 3,600 rooms were added to hotels throughout France.

A telex network for notification of vacancies is now being installed.

Ultimately the government aims to construct a 1,000-room luxury hotel in the heart of Paris.

Try Our-Tullibee? Shad? Menominee? Caviar Too, By Gar

Eating too much rich fare? Want a change of diet? Then be daring.

Ignore traditional seafoods and ask for the treasures of the inland lakes — alewives, shad, gar, dogfish, catfish, chub, tullibee, suckers, eels and bullhead.

Also recommended: goldeye, sturgeon, menominees, carp and blue pickerel.

More than 28 million lb. of such exotic Canadian fresh water livestock were caught commercially in Ontario in the first nine months of 1960 at a value of $3 million to fishermen.

"Although some of these fish are used for dog and cat food," said F. A. MacDougall, Ontario's deputy minister of Lands and Forests, "most of it is for human consumption—very tasty too.

"In fact, our sturgeon produce caviar which is sold in the U. S. They seem to like it as well as any other."

Travel Tips

EXPANSION in the next two years is planned for **Mont Gabriel Club**, Laurentian resort bought recently by Donald M. Mumford (**FP**, Dec. 10). "We have plans for a new lodge with 100 or more rooms," Mumford told **FP**.

GUATEMALA Tours, for an ideal extension to your next Caribbean trip, are offered by **Travel Plans Tours Ltd**, of Toronto. Cost (exclusive of air fare) ranges from $66 per person (double room) for two nights to $170 for nine nights.

JAPAN AIR LINES has appointed George K. Nishidera as first Canadian sales representative with headquarters in Toronto. The appointment is part of a world-wide expansion plan in anticipation of JAL's global service to start in 1961. Mr. Nishidera has been associated with travel agents and airlines in Toronto and in Japan.

Get to Baghdad, Salesmen Urged

Canadian salesmen should become as familiar with Baghdad and Bombay as they are with Winnipeg and Montreal.

Commercial travelers must move with changes in Canada's economy and markets, Norman S. Brandon told the 88th annual meeting of the Commercial Travellers Association of Canada.

He is president of the 16,000-member, 86-year-old body.

There is a large corps of experienced representatives in CTA ranks which could meet the challenge to exporters laid down by Trade and Commerce Minister George Hees, Mr. Brandon told the meeting.

"The relatively untapped and exploding markets of the world are its Canada's best jet air travel away."

Alberta-B. C. Playgrounds Scramble for Olympics

Four Alberta-B.C. playgrounds are fighting for future fame and fortune.

Each hopes to host the 1968 winter Olympic Games.

World-wide publicity and a bag of tourist money are the prize for the successful bidder.

- **Vancouver promoters** are going all out for nearby Garibaldi Park. Manning Park is also being considered.
- **Calgary backs** the already-famous mecca of Banff-Lake Louise, also in the running.
- **Underdog in the battle** is the little coal mining town of Fernie, B.C., near the provincial border.

But Fernie is pitching in with enthusiasm to offset what it feels is the much greater promotional power of its rivals.

The Canadian Olympic Association is taking a look at all these sites, will choose one on which to base Canada's bid.

It should make up its mind by next March.

Fernie's Snow Valley Olympic Committee—stung by arguments that Fernie is "isolated" — points out that Squaw Valley in California had a population of 10 before the last games.

A. M. Latta Heads Furnace Makers

A. M. Latta has been elected president of the Canadian Institute of Stove & Furnace Manufacturers.

He is sales manager of **Enamel & Heating Products Ltd.**, Sackville, N.B. E. H. McKinney, general manager of **Engineering Industries Co.**, is named vice-president of the institute, which is a trade section of the Canadian Manufacturers' Association.

LATTA

Elected to board of directors: N. S. Coxford, **Beach Foundry**, Ottawa; R. Defosses, **A. Belanger Ltd.**, Montmagny; G. M. Fellows, **Clare Brothers**, Preston; E. M. S. Fisher, **The Enterprise Foundry Co.**, Sackville; A. J. Illingworth, **Findlays Ltd.**, Carleton Place; A. M. Latta, **Enamel & Heating Products Ltd.**, Sackville; G. W. Tiffin, **Western Foundry Co.**, Wingham; L. C. Whealy, **The Canadian Coleman Co.**, Toronto; L. R. Mason, **Butler Metals**, Preston.

Coming Events

Aggregate Producers Association of Ontario meeting, Jan. 17, Seaway Hotel, Toronto.

Antique Show, Jan. 11-13, Oak Room, Union Station, Toronto.

Association of Administrative Assistants or Private Secretaries (Toronto Branch) fifth annual seminar, Feb. 18, Hart House, University of Toronto.

Association of Professional Engineers of Ontario conference, Jan. 20-21, Royal York Hotel, Toronto.

Broker-Dealers' Association of Ontario meeting, Jan. 21, King Edward Sheraton Hotel, Toronto.

Canada Farm & Industrial Equipment trade show, Jan. 25-28, Coliseum, Exhibition Park, Toronto.

Canadian Furniture Mart, Jan. 9-14, Exhibition Park, Toronto.

Canadian Hail Underwriters' Association conference, Jan. 24-25, Royal York Hotel, Toronto.

Canadian Paint and Wallpaper Dealers of America convention, Jan. 8-10, Royal York Hotel, Toronto.

Central Canada Sales Management conference, Jan. 10, Royal York Hotel, Toronto.

Certified General Accountants Association conference, Feb. 10-12, King Edward Sheraton Hotel, Toronto.

Garment Salesmen of Ontario Market, Jan. 8-13, Royal York Hotel, Toronto.

Golf Course Superintendents Association of America convention, Jan. 30-Feb. 3, Royal York Hotel, Toronto.

Ontario Association of Rural Municipalities convention, Feb. 12-14, King Edward Sheraton Hotel, Toronto.

Ontario Cheese Manufacturers' Association meeting, Jan. 4, Royal York Hotel, Toronto.

Ontario Cheese Producers' Association conference, Jan. 3-5, Royal York Hotel, Toronto.

Ontario Concentrated Milk Producers' Association meeting, Jan. 25, Royal York Hotel, Toronto.

Ontario Hotel Association convention, Jan. 16-18, Royal York Hotel, Toronto.

Canadian Milk Powder Manufacturers' Association conference, Jan. 25-26, King Edward Sheraton Hotel, Toronto.

Ontario Provincial Safety Conference, Jan. 11-13, Royal York Hotel, Toronto.

Ontario Tuberculosis Association conference, Jan. 21-22, Westbury Hotel, Toronto.

Ontario Veterinary Association convention, Jan. 26-28, Royal York Hotel, Toronto.

Ontario Whole Milk Producers League conference, Jan. 4-5, Royal York Hotel, Toronto.

Speedsport Show, Jan. 27-28, Queen Elizabeth Building, Exhibition Park, Toronto.

Toronto Printing Council, printing workshop Jan. 19, Royal York Hotel, Toronto.

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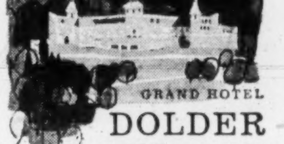
U of T Proctors Canadian Course For Gemologists

In the **FP** report on the Canadian diamond industry last week, i. was stated that students taking a gemological course received their degrees "through the University of Toronto".

The courses are proctored by the U. of T., but the degrees are awarded from the U. K.

NEW, 36-PAGE edition of "What to See, What to Do, Where to Go" in Phoenix, is available free of charge from the Vacation Advisor, Phoenix Chamber of Commerce, Phoenix, Ariz.



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REACH YOUR BEST TRAVEL PROSPECTS WITH THE FINANCIAL POST

Among Post readers who take their vacations away from home, nearly 65% stay over two weeks to more than a month:*

Two weeks or less	*35.8%*
Over two weeks up to one month	*49.8*
Over one month	*14.4*

Many take more than one vacation — each at different seasons:

Spring	*15.2%*
Summer	*60.8*
Autumn	*14.1*
Winter	*15.2*

**73% of Post readers take their vacations away from home. National average: 39.8%.*

Source: Gruneau Research.

The Financial Post

481 University Avenue, Toronto • 1242 Peel Street, Montreal 2

"Sooner or later we must knock down the national barriers to business between Canada and the U.S."

EDWARDS

'Grave Error To Legislate Against U.S.'

Finance Minister Fleming this week said he was removing a tax concession from foreign corporations which they have enjoyed on dividends received from their Canadian subsidiaries.

They will pay a tax of 15% on dividends received after Dec. 20/60 instead of 5%.

Tax experts this week told **FP** *the Diefenbaker government hasn't yet hit or hurt U. S. companies which control Canadian operations, because chances are the U. S. parent will be able to recover all the extra Canadian tax paid on dividends when it pays its U. S. corporation tax.*

Several U. S. subsidiaries this week told **FP**: *"We are still breathing freely in Canada."*

By **NORTON ANDERSON**

"You Canadians have us Americans all wrong.

"It would be the gravest of errors to legislate against us for helping Canada."

The man speaking is R. Stafford Edwards — one American, a Connecticut Yankee with firm views on Canada.

He and his family own **Edwards of Canada Ltd.**, Owen Sound, Ont.

Company makes signalling equipment. It has an annual sales volume of about $2 million. It employs 140 Canadians in a coast-to-coast operation.

Edwards makes no bones about it. He is first and foremost president of **Edwards Co.**, Norwalk, Conn.

Then he is also chairman of the board of his "Canadian branch operation".

"And what's so wrong about that?" he asks.

For he believes, without hedging, that Canadians should become fully aware — ignoring sentiment — of the reasons for U.S. investment in Canadian business.

Edwards says:

"My family invested in this Canadian business 31 years ago because we liked the country and its future. Besides, I lived in Canada for two years.

"We had a hard time to find a few Canadians willing to invest a little bit in our small Canadian operation.

"It was risky. Canadians didn't have the 'fat' Americans had to take a chance on a tiny business employing a few people.

"Well, by 1947 we were still only employing about 20.

"Then our growth started. During the next 13 years we expanded four times. Employment and sales increased seven times.

"Our top management man — until his retirement effective the end of 1960 — came from the U.S.

"What's wrong with that?

"We employ Canadians, buy a high proportion of our supplies and components in Canada. We do a lot of basic research and engineering in Canada. We do most of our exporting from home office."

Edwards figures it this way:

He has a branch plant in the U. S. He considers his Canadian company to be a second branch plant.

"Sooner or later we must knock down the national barriers to business between Canada and the U. S.

"It should be as easy for us to operate in Canada as it is for us to function from state to state in the U. S.

"The question of whether or not an American or a Canadian runs the Canadian show should not become an issue.

"Our being in Canada — and prospering — is good for Canada.

"As long as Canadians haven't invested, or are unwilling to invest money in Canadian business expansion, why should Americans be prevented in any way from developing in Canada?"

Edwards says no American disputes the fact that Canada's 100-year rise from colony to nation has had to be financed to a large extent by other people's money.

He wonders why more Canadians will not admit it.

"U. S. investors have been willing to take a chance in some ventures in Canada where there was a risk of possible losses," he says.

Edwards concedes that to begin with, there wasn't enough home-grown capital in Canada to go around.

But, he says, later on there was money for investment. Canadians, however, seldom went into anything risky.

He points to the high rate of savings in Canada, and the fact that surplus funds are usually tied up in mortgages or life insurance, or tucked away in banks.

"Canadians haven't always been willing to gamble," he says.

But he says Americans have — and the reason they have taken a chance is because they have surplus money ready for investments with growth potential.

"It's as simple as that," Edwards says.

"So for goodness sake let us all remember that Americans are not trying to take over Canada.

"We are merely operating there as businessmen," he says.

NEW CONTINENTAL

New Continental Oil has completed a farmout agreement with **Imperial Oil** to drill 10 wells in the South Eureka and Dodsland fields of Saskatchewan. Company will operate and earn 100% working interest, subject to usual freehold royalty.

ANNOUNCEMENT

C. A. P. LIMITED

W. A. MATHESON

E. K. Hayman, president of C.A.P. Limited, London, Ontario, announces the appointment of Mr. W. A. Matheson as a director and secretary-treasurer of the company. Mr. Matheson is a graduate of King's College and the University of Western Ontario. Prior to his present appointment, he was employed by Industrial Leaseholds Construction Limited. Mr. Matheson will be responsible for the internal administration of the company which provides a centralized accounting procedures service to investment dealers across Canada through the Capital Accumulation plan.

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ANNOUNCEMENT

DOME BOARD ELECTS A. T. LAMBERT

C. W. Michel, Chairman of the Board of Dome Mines Limited, announces that Allen T. Lambert has been elected a Director of the Company. Mr. Lambert replaces James L. Carson who has been a Director since 1949 and recently retired.

Mr. Lambert was recently named President of The Toronto-Dominion Bank. He had been Vice-President and General Manager since 1956 and he is a Director of a number of companies including Canada Permanent Trust Co., London Life Insurance Co., Canada Permanent Mortgage Corp., Canadian International Paper Co. and Canadian Equity Insurance Co. Ltd.

What the Big Vegetable Oil Fight is About

The thorny oil seeds and vegetable oils question is being referred to the Tariff Board for study.

• **Growers** of Canada's six-million bu.-a-year soy bean crop have been pressing for higher tariff protection for several years.

Their contention is that a higher duty would provide the growers with the incentive for greatly expanded production in Canada.

The growers — located mainly in southwestern Ontario — agree that for oil and meal to maintain their competitive position an increased tariff be put on all edible vegetable oils and protein meals entering Canada.

• **Crushers,** on the other hand have vigorously opposed the higher tariff move and have presented a counter brief to Ottawa.

Their main contention is that Canada does not begin to produce enough for domestic requirements, will continue to be a heavy importer.

They claim that the higher tariffs would jeopardize their competitive position, would inevitably price domestic oil seeds products out of the market.

They see such moves opening up the home market for greater imports of such competitive products as coconut oil, cottonseed oil and palm oil.

The growers of rape seed in Western Canada have been pressing for greater tariff aid, and their case will also be considered.

MPs Deplore 'Crazy' Vote At Vancouver

From Our Own Correspondent

VANCOUVER — Vancouver voters have turned down a bylaw which would have authorized sale of Vancouver International Airport to the federal government for $2,750,000, (**FP**, July 9/60).

Now the city must find at least $13 million to bring the airport up to jet-age standards.

City Council stood 8 to 3 in favor of selling.

The Ottawa offer of $2,750,000 was an increase from an earlier offer of $1,000,000.

Vancouver area Conservative MPs termed the decision of the voters "crazy" and "ludicrous".

It was the second time the city had voted against the sale. Opponents have argued the airport could become a revenue earner for the city.

Spending of $13,000,000 for an airport terminal would likely mean that other public works in the city would suffer for lack of funds.

The only alternative — and the one Vancouver will now try — is to attempt to arrange some private financing deal for the terminal.

Ottawa has refused to contribute unless it controls the airport.

Humane Slaughter In Kosher Ritual With New Methods

Higher production, lower costs and greater safety are features of a new technique for the Kosher killing of cattle, president of a design - engineering - contracting firm says.

Freezmart Co. has developed a method which makes possible the slaughter of 75 cattle per hr., a 150% increase over old techniques for some packinghouses, President J. H. LeBlanc says.

It eliminates one of the usual two men from the operation.

Known as the Abel Kosher Humane Restraint, an air-operated steel unit immobilizes the head by raising the snout to expose the throat for the ritual cut.

The technique was developed in answer to new federal regulations, governing humane slaughter, coming into force Dec./60, Mr. LeBlanc says.

Truck Rates Hold, Withdraw Increase

Despite threats of an increase (**FP**, Nov. 12) truck rates in Ontario remain unchanged.

Trucking companies, which had circulated new rates to be effective Dec. 15 on shipments up to 5,000 lb., have notified customers that the increases have been withdrawn.

Highway transport carriers operating into Quebec are preparing to file new, higher tariffs for interprovincial traffic with the Quebec Transport Board, seeking approval.

No such approval is required on rates for traffic within Ontario.

Here's Full Text Of Tax Resolution

Here is the full text of Mr. Fleming's Income Tax Act resolution:

* * *

Resolved that it is expedient to introduce a measure to amend the Income Tax Act and to provide among other things:

1. That with respect to income of corporations earned on and after Jan. 1/61, the amount of the first bracket of taxable income subject to a rate of tax of 21% be increased from $25,000 to $35,000.

2. That for the 1961 and subsequent taxation years the additional tax of 4% imposed on investment income of individuals be repealed as applied to income from sources in Canada.

3. That for taxation years commencing in 1963 and subsequent taxation years a corporation will qualify as an investment company only if not less than 75% of its gross revenue is received in the form of dividends from taxable corporations resident in Canada and that for taxation years commencing in 1961 and 1962 this requirement be 55% and 65% respectively of such gross revenue, however, this requirement shall be 75% of such gross revenue for taxation years commencing in 1961 and 1962 in the case of a corporation that receives not less than 75% of its gross revenue in the form of dividends from taxable corporations resident in Canada in its taxation year that commenced in 1960, and 65% of such gross revenue for taxation years commencing in 1961 in the case of a corporation that received not less than 65% but less than 75% of its gross revenue in the form of dividends from taxable corporations resident in Canada in its taxation year that commenced in 1960.

4. That for taxation years commencing in 1963 and subsequent taxation years a trust or corporation established or incorporated solely in connection with, or for the administration of, a registered pension fund or plan shall be exempt from tax only if 90% of its income from investments is from sources in Canada and that for taxation years commencing in 1961 and 1962 this requirement be 70% and 80% respectively of such income, however, this requirement shall be 90% of such income for taxation years commencing in 1961 and 1962 in the case of a trust or corporation that received not less than 90% of its income from investments from sources in Canada in its taxation year that commenced in 1960, and 80% of such income for taxation years commencing in 1961 in the case of a trust or corporation that received not less than 80% but less than 90% of its income from investment from sources in Canada in its taxation year that commenced in 1960.

5. That the exemption from the 15% tax payable by a non-resident person on interest received from a Canadian resident, now granted for interest payable on bonds of or guaranteed by the Government of Canada, be repealed with respect to interest on bonds issued after Dec. 20/60, other than bonds held by

(a) national governments of foreign countries and their central banks, and

(b) by such international agencies as may be prescribed by regulation.

6. That the reduction from 15% to 5% in the rate of tax payable by a non-resident person on interest received from a Canadian resident, now granted for interest on bonds or other obligations of or guaranteed by Her Majesty in right of a province, and for interest on bonds or other obligations provision for the payment of which was made by a statute of a provincial legislature, be repealed with respect to bonds or other obligations issued after Dec. 20/60, except bonds or other obligations issued after Dec. 20/60 in respect of which a written agreement was formally entered into on or before that day for the purchase and sale, in specified amounts and at specified prices of all of the bonds or other obligations included in the issue.

7. That the exemption from the 15% tax payable by a non-resident person on interest received from a Canadian resident, now granted for interest payable in a currency other than Canadian currency, be repealed except for

(a) interest on any obligation where the evidence of indebtedness was issued on or before Dec. 20/60,

(b) interest on any bond or similar obligation issued after Dec. 20/60 in respect of which a written agreement was formally entered into on or before that day for the purchase and sale, in specified amounts and at specified prices, of all of the bonds or similar obligations included in the issue, or

(c) interest on any obligation incurred in the course of carrying on a business in a country other than Canada.

8. That the reduction from 15% to 5% in the rate of tax payable by a non-resident person on dividends received from a Canadian resident, now granted for dividends paid to a non-resident corporation which owns all the voting shares (except directors' qualifying shares) of the Canadian resident paying corporation, be repealed with respect to dividends paid after Dec. 20/60.

9. That the rate of tax payable by a non-resident corporation on dividends received from a Canadian resident, now limited to 5% in accordance with paragraph 2 of Article XI of the Income Tax Convention between Canada and the U. S. be increased to 15% with respect to dividends paid after Dec. 20/60.

10. That with respect to income earned on and after Jan. 1/61 a special 15% tax be imposed on a non-resident corporation carrying on business in Canada, other than a bank, life insurance company, transportation company or communications company and that the tax be computed by reference to the amount remaining after deducting from its taxable income earned in Canada the aggregate of

(a) the tax payable under Part 1 of the Income Tax Act, including the tax payable under subsection (5) of section 10 of the Old Age Security Act,

(b) income taxes payable to a province which are not deductible in computing income for purposes of the Income Tax Act, and

(c) an allowance in respect of net annual increases in its capital investment in property in Canada.

11. That where the contractual rate of interest on any bond, debenture, mortgage, note, bill or similar evidence of indebtedness issued by a tax-exempt borrower including a government after Dec. 20/60 is less than 5%, and the evidence of indebtedness is issued at a discount which provides an effective yield to maturity, or to the earliest call-date, that exceeds the contractual rate by more than 33 1/3% thereof, the whole of the discount shall be deemed to be income in the hands of the first Canadian resident taxable holder of the evidence of indebtedness.

12. That for the 1961 and subsequent taxation years a student in full-time attendance at a university in a course leading to a degree be permitted to deduct in computing his income the tuition fees paid by him in the year to the university, and that the said tuition fees also be deducted in computing the income of the student for purposes of determining whether the student is a dependent.

Peace Power Ready to Spend $4 Million More

From Our Own Correspondent

VANCOUVER — **Peace River Power Development Co.** is prepared to spend another $3 million to $4 million in preliminary work on its northern B.C. hydro-electric development.

Then, at the heavy construction stage, it would go to the public for funds for the $630 million project, about the end of 1961. Canadians would get first chance at the offering.

The company has spent about $7 million to date, and has commitments from its present shareholders to finance it through the preliminary stage.

President W. C. Mainwaring has announced the company will apply for necessary licenses and certificates early next year, and then start work on a pilot tunnel.

First of the four million hp potential is scheduled for 1968.

WHEN FARMING WAS BEASTLY

The trouble with plowing by beast power, back in the days of primitive man, was that usually man's muscles gave out before the beast's.

Since then we have learned to harness more manageable sources of power to do our plowing and other work, and our standard of living has never been higher.

Today Canadian farmers rely on petroleum-powered horsepower rather than animal power, and Canadian farms are among the most efficient in the world. Canadian farmers can depend on oil supplies wherever and whenever they need them—and at reasonable prices. The price Imperial receives for tractor gasoline has gone *down*, rather than up, over the past ten years.

Esso

IMPERIAL OIL LIMITED

...for 80 years Canada's leading supplier of energy

Another record year...

STANDARD LIFE INCREASES BUSINESS BY 30%

New life assurance business in Canada totalled $116,577,000—an increase of 30% over the previous year.

New annuity business will provide pensions of over $37,000,000 per annum.

Canadian assets now exceed $285,000,000.

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Royal Commission Hears Briefs on Publications

The O'Leary Royal Commission, examining the problems of periodical publishers in a coast-to-coast tour, returned to Ottawa this week for a three-day session. Final sittings will be held in the National Museum Auditorium, Ottawa, Jan. 9-12. Here are notes from some of the briefs given in the Toronto hearings last week.

Beland H. Honderich, vice-president and editor-in-chief, on behalf of The Star Weekly.

The Star Weekly fully endorses the statement of the Periodical Press Association, which said:

"If the present trend in foreign encroachment on Canadian periodicals is allowed to continue, our member publications will fade away, one by one, until, in the easily foreseeable future, all periodicals available to Canadians will be under foreign domination."

On the basis of our knowledge of the industry, we suspect that the position of Canadian magazines is even more precarious than most publishers would care to admit publicly.

The Star Weekly is not a profitable publication. Despite our large circulation, our aggregate earnings before taxes in the ten years from 1950 to 1959 were only one half of one per cent on sales of $82,492,475.

The competition is not on an equitable basis. Canadian publications must recover sufficient revenue from Canadian advertising and circulation to cover the full cost of their editorial content and other expenses connected with the publication of magazines. Our competitors face no such necessity.

The Canadian edition of Time and other American magazines occupy a favored competitive position in Canada. They are able, by reason of their American parents, to compete in this market without the necessity shared by all Canadian magazines of obtaining virtually the whole of their operating expenses from the Canadian market.

If Canadian secondary industry was faced with the type of competition we have in the magazine industry, I suggest we would have little or no Canadian-owned secondary industry.

The reason that this type of competition has not developed in other industries, of course, is our tariff and anti-dumping legislation, which was enacted to protect Canadian manufacturers from unfair competition from abroad.

The unfair competition of American magazines may in the end force Canadian magazines to suspend publication.

Appropriate government action should enable Canadian magazines to compete on equitable terms.

We want American magazines in Canada but we also want Canadian magazines and if we are to have both, a fairer basis for competition must be found.

What is at stake here is not merely the private interest and profit of Canadian magazine publishers, but also a substantial matter of public interest.

The Canadian people keenly desire that Canada should be a nation in fact and not just in name. Perhaps they believe, as I do, that Canada can be more useful in international councils as a distinct voice rather than as an echo of another country.

But we cannot be a true nation, shaping our own destiny and speaking with a distinct voice, unless we have a national consciousness, a unifying sense of our own identity and concerns. For this, a strong indigenous magazine press is indispensable, just as a Canadian-owned daily newspaper press and a national broadcasting system are indispensable.

Magazines occupy a position comparable to that of the national broadcasting system in visual and sound communication. It is hard to imagine how a strong national consciousness could be promoted and maintained in the absence of either.

The time has come for special measures to ensure the survival of the Canadian periodical press.

Dominion Electrohome manufactures TV, radio and hi-fi and home furniture.

Dominion Electrohome Industries is an all-Canadian company in operation since 1907.

We employ what we believe to be the largest engineering and design staff in Canada devoted to consumer electronic products and to furniture for the home.

Traditionally, the appliance, TV and high fidelity business is supported by heavy advertising and promotion budgets. U. S. companies have been able to win tremendous advantages in terms of name identification and product acceptance due to heavy overflow advertising from U. S. publications circulating in Canada.

This overflow, and largely "free" advertising, provides an inequity as compared with a purely Canadian company in several ways:

- An image of the U. S. company as one with highly developed engineering and a powerful position in the U. S. market is very impressive to a Canadian purchaser.
- With such a platform in the mind of the Canadian consumer, equivalent dollars spent in Canada for advertising will carry much greater impact than the same dollars spent by a purely Canadian company. In other words, a Canadian subsidiary of a U. S. company spending 4% of its sales budget on advertising can expect to achieve much greater results than a purely Canadian company spending 4% of its sales budget on advertising.
- Mat service, layout advice and artistry from U. S. advertising are freely available to the Canadian subsidiary, reducing the Canadian investment in the development costs of advertising.

C. A. Pollock, president, suggested the government might allow an extra tax deduction for profits before taxes "for Canadian creative advertising that is placed with Canadian magazines by companies resident and operating in Canada serving the Canadian people."

* * *

John Inglis Co., Toronto, manufactures domestic goods, washing machines and capital goods.

In the sale of its domestic appliances **Inglis** is competing directly with manufacturers and importers who are subsidiaries of American concerns or who market their products under U. S. brand names.

The company operates under a threefold disadvantage:

- It cannot benefit from the "institutional" advertising of an American parent organization.
- It does not benefit from the product advertising of any U. S. counterpart.
- It is handicapped in the development of models and styling suited to distinctive Canadian tastes.

Inglis spends up to two and one third times the amount spent in Canadian printed media by its three leading U. S.-affiliated competitors for comparable advertising. This extra cost must ultimately be passed on to the consumer.

Under a heavy inundation of U. S. advertising the tastes of Canadian consumers acquire a predisposition for American models, sales features and styling.

Some of these so-called sales features are "gimmicks" — i.e., sales ideas which do not add intrinsic worth to the product. From this situation arises the not unknown anomaly of a manufacturer incorporating such "gimmicks" in his Canadian product in order that he may receive the full benefit of his U. S. principal's advertising which "overflows" into Canada.

Inglis believes that the determination of the number of models in any product line and changes in styling should be the outcome of Canadian manufacturing effort working in free competition for the Canadian consumer market. Under the natural influences of such an arrangement the Canadian consumer would reap considerable benefit both as to product and cost.

* * *

Association of Canadian Advertisers and Canadian Association of Advertising Agencies presented a combined brief.

Advertising plays a significant cultural role in Canada by underwriting part of the cost of many important means of communication.

The ACA and CAAA are still opposed to taxes on advertising. We also believe, that any reimposition of a tax similar to the one introduced in 1957 would again fail to achieve the purpose of diverting advertising funds to Canadian-owned periodicals.

A confidential poll of the membership of each association showed a large body of opinion in favor of distinguishing between magazines which, even though importing editorial material, are printed, published and mailed in Canada — thereby both contributing to Canadian employment and accepting in some degree the responsibilities of citizenship—and publications which are printed and shipped into Canada from another country.

May we respectfully suggest, therefore, that the Commission explore the possibility of steps which would make it economically more desirable for publications accepting Canadian advertising — advertising, that is which is addressed to the Canadian consumer—to print and publish in Canada.

* * *

Hugh C. MacLean Publications Ltd.

The inequity in the overflow of U. S. business publications arises from the fact that they are mailed in the U. S.; that the U. S. post office receives the postage revenues; and that they are carried free by the Canadian post office, without an offsetting carriage in the United States, as in the case of first-class mail. Consequently, Canada suffers large losses on the carriage of second-class mail and Canadian publishers have been the target of uninformed criticism.

A similar inequity occurs in the cases of third-class mail, where U. S. business publishers secure free Canadian carriage for tons of subscription solicitations annually.

While U. S. business publications are carried post free in Canada, Canadian business publishers are charged a premium rate of 5c per pound for the "controlled" portions of our circulations. We pay, of course, the regular rates for the paid portion.

We understand that correction of the tremendous disparity between Canada and the United States in the carriage of second and third class mail must await the next international postal meeting. In the meantime, however, Canada should remove the exemption granted imported U. S. magazines from duty, at the printed matter rate.

We would suggest that any publication soliciting advertising revenue in Canada; and having 90% of its circulation here, be required to have at least 75% original Canadian editorial content. This simple requirement, if made law, would do much to restore the situation to a more equal competitive basis. It would also provide expanded opportunities for Canadian journalists, photographers, artists, editors, and free-lance writers.

Unfair competition in Canadian periodical publishing is not confined to our American friends. An increasing tendency is for associations to launch periodicals, and to solicit advertising for them. In many cases these are excellent publications; in others, advertising is solicited by threatening, or implying, the displeasure of the associations' members for non-advertisers. In both cases, however, these publications do not pay the normal corporation taxes.

We suggest that the tax advantages enjoyed by association-owned publications should be eliminated and that publishing operations of associations should be separated and taxed at the same rates as private publishers.

* * *

Curtis Publishing Co., Philadelphia.

We know that Curtis magazines can never be a substitute for a Canadian periodical press and would welcome any reasonable measures designed to foster the healthy growth of the latter.

* * *

McGraw-Hill, U. S. business paper publishers.

McGraw-Hill definitely has no plans now or in the foreseeable future for selling advertising to be carried only in a special or split-run Canadian edition of any of its business papers.

The economics of business paper publishing make it unlikely that any real competition from U. S. business papers will be felt in Canada for years to come, if ever.

* * *

Toronto Chapter, Business Paper Editors Association.

In 1949 there were 510 U. S. business papers circulating in Canada with a total circulation of 225,513 copies per issue.

Last year there were 1,497 U. S. business papers circulating in Canada with a total circulation of 1,122,580 copies per issue. That threefold increase in number of magazines and the fivefold increase in their circulation per issue in a scant 10 years represents a dark omen.

Canadian business paper editors fear the result of unfair competition in the form of so-called Canadian editions of foreign business publications. Some of these already exist in Canada and we know of a number which are planned.

* * *

Ontario Federation of the Printing Trades Unions.

In Canada the postage rate is 2c per copy for second class matter. In the U. S., the same matter can be mailed to any address in Canada for less than the Canadian postal rate.

It follows that if no tariff is imposed on printed material entering this country from the U. S., then a printer or publisher could have his printed work done outside this country and mailed to any point in Canada at a cheaper rate.

This, in the opinion of the Ontario Federation is a situation that makes it most attractive for a Canadian buyer of printed material to have the work done in the U. S. and mailed to this country.

In 1959, printed material exported from Canada to the U. S. was valued at $3,913,690. Printed material imported from U. S. into Canada was $87,371,013.

* * *

Imperial Agencies, Toronto, represents British publishers in Canada.

Canada is known to all British periodical publishers as the most difficult English-speaking area in the world from the point of view of promoting their journals, not because of competing Canadian publications, but mainly because of the wholly disproportionate and overwhelming circulation of American periodicals, and the control these American companies have on the outlets.

Can a British publisher compete here? No, not equitably, because the outlets in Canada are now very much in the hands of a few American companies. To compete the British companies would have to start at enormous expense their own distributing organizations. Why should they when they can sell very satisfactorily in the rest of the world where competition is reasonable?

It has been argued that the big circulations of American publications proves irresistibly that Canadians want them and that nothing must be done to hinder their sale. But is this argument valid? My experience has shown that in many cases they are bought simply because they are there, and not because there is any particular desire for them as such.

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Noranda Interests Expanding New Mines Plan Production

• Earnings up 14% in first nine months . . .
• Bigger markets ahead for Pacific Pete . . .

By NESTOR

NORANDA MINES, whose net profit moved up 14% in the first nine months this year on higher operating revenue and investment income, continues to expand its interests in developing mineral prospects across the country.

• **A development group** which includes **Noranda, McIntyre Porcupine** and **Canadian Exploration Ltd.,** has exercised options on remaining shares of **Mattagami Lake Mines.** It is understood a decision on concentrator construction has been made and negotiations are under way regarding smelter construction.

• **Craigmont Mines'** shareholders vote this week on a plan to put its copper-iron property into production at a 4,000-ton daily rate, with control of the operation in hands of the development group of Noranda, **Peerless Gas & Oil** and Canadian Exploration. Noranda's interest would be about 20%.

• **Negotiations are proceeding** to arrange production at a high-quality magnetite iron deposit acquired by Noranda on Vancouver Island. Estimates are that about $5 million is required to bring the property into production.

Noranda's net earnings were ahead of year-earlier periods in two out of the first three quarters this year. First quarter net was 66c per share (57c in /59); second quarter, 71c (72c); third quarter, 66c (49c).

At mid year, three out of four gold companies in the Noranda group reported profits running ahead of the previous year. They were: **Pamour Porcupine** (48%); **Aunor Gold Mines** (35%); **Kerr-Addison** (6%). Copper producers **Waite Amulet** and **Gaspé** also had higher profits, up 31% and 28% respectively.

While Noranda's /60 profits may be affected by lower copper prices and slight cutback in production rate, shareholders' /60 income tax position is expected to be improved by restoration of the 20% maximum depletion allowance on dividends. This had been cut to 15% for /59 tax returns because /58 investment income rose to 26% of the total (mineral income must be 75% to qualify for 20% depletion allowance).

At recent market price of $39⅛, common stock is 2% below UV level ($40), could rise 94% before reaching OV level ($76). Price is 15.3 times /59 earnings of $2.55 per share. Yield is 5.11% at indicated annual dividend rate of $2 per share. Price in /60 has ranged between high of $48¾, low of $36.

* * *

PACIFIC PETROLEUMS' shareholders voted this week on the proposal to acquire all Canadian properties and operations of **Phillips Petroleum Co.** and **Sunray Oil Co.**

The purchase requires Pacific to hand over 6,661,142 shares of its common stock (45% of the 14.7 million shares outstanding) to the U. S.-owned companies.

How Pacific's income position may be affected by the deal is indicated in a report for the five months to July 31, when total revenue was $5.3 million. If the Phillips-Sunray operations had been integrated, total revenue would have been $8.7 million, it is estimated.

Here are some other comparisons, on a per share basis:

(Per Share)	Before Sale (7,800,560 shs.)	After Sale (14,775,873 shs.)
Revenue, $	0.68	0.59
Loss, $	0.15	0.19
Production		
Gas, cu. ft.	153.1	187.9
Oil, bbl.	0.45	0.3
Acres (gross)	1.21	0.975
Reserves		
Gas, cu. ft.	67,314	78,506
Oil, bbl.	8.7	6.1
LP's, bbl.	1.5	1.7

Both Phillips and Sunray already have holdings of Pacific stock. It is expected the Phillips organization will take a strong role in Pacific management.

There is a good chance that some crude oil will be shipped to the Vancouver market from the Peace River area of B. C. in /61. It may be some time yet, however, before a decision is made on how future Peace River crude will be carried and how much will move. Pacific Pete should benefit from any market development for production from the Peace River area.

Pacific has interests in 17 wells in the Boundary Lake field, and shares in undeveloped locations.

Another northern B. C. development —construction of the $93 million gas-gathering project by **Gas Trunk Line of B. C.**—will, when completed late next year, leave Pacific in a more dominant position among B. C. producers and carriers.

Gas Trunk Line will transport Fort Nelson field gas to hook up with the **Westcoast Transmission** system in which Pacific has a 27% interest. Pacific has large gas holdings in the Fort Nelson area.

By the fall of next year, Pacific's gas sales are expected to be in excess of 200 million cu. ft. per day. Higher prices on B. C. gas this year, increased by 50% to 9½c thousand cu. ft., will help 1960 earnings.

At recent market price of $9.05, common stock is 9% below UV level ($10), could rise 198% before reaching OV level ($27). Company had a net loss in year to Feb. 29/60. No dividend is paid. Price in /60 has ranged between high of $13½, low of $7.80.

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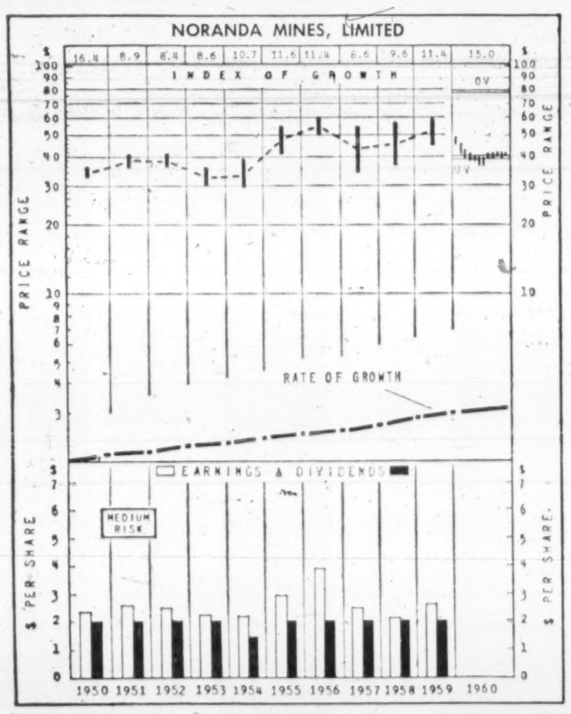
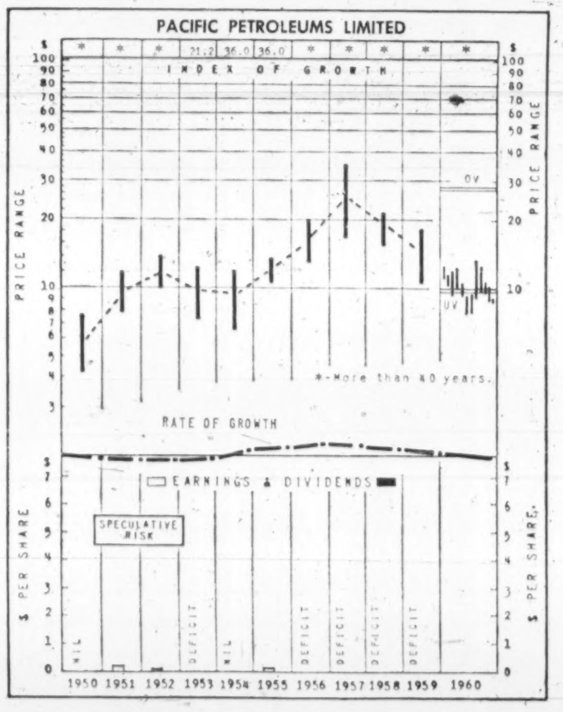


PACIFIC PETROLEUMS LIMITED



How to Read Nestor's Special Stock Charts

INDEX OF GROWTH: The rate at which the value of the equity behind the stock is doubling as determined by the growth rate at which it entered the year. A figure at 5.6 for the present year would indicate that at its current growth rate the equity value is doubling every 5.6 years.

PRICE RANGE: The annual high, low and mean price. Monthly ranges for the current year.

UNDERVALUATION AND OVERVALUATION PRICE LEVELS: Shown by the narrow horizontal lines above and below the stock's price range indicating price at which the particular stock that is not anticipating its or overestimating its future rate of growth. A stock showing a fast growth rate will sometimes anticipate growth by two or three years. In this case it may not be so attractive a purchase relatively as some other fast-growing stock that is not anticipating its growth beyond the immediate present. Other factors such as rate of growth and investment quality will also enter into the comparison an investor will want to make.

Without these UV or OV levels a current quotation of, say, 55 or 75 would carry no significance regarding long-range value. The UV/OV levels also permit judgment as between one stock and another. They are not designated points of purchase or sale nor do they attempt to show what will be a stock's bottom or top figures in any given year.

RATE OF GROWTH: The rate as based on Nestor's tests at which the company is showing underlying or long-term growth. This will determine the price trend of the company's common stock over a period of years and in most instances the trend of dividend payments.

**Background and principles behind the selection by Nestor were discussed in special article in FP Jan. 10, 1953. A limited number of reprints are available on request.*

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FP reports on EUROPE

Trade Flow Shifts Between Inner Six

By ERNEST WAENGLER

AS THE European Common Market progresses toward its final goal of complete customs union within and a unified external tariff toward the outside world, the flow of trade continues to shift in the direction favored by the new conditions.

In the third quarter of 1960, trade between the six member nations was 35% of their total foreign trade, compared to 32.8% a year ago and 30% two years ago. **Trade between ECM and the outside is also increasing,** but the rate of increase is getting smaller.

ECM's third quarter imports from non-members were 21% more than for the same period last year. In the first half of this year, however, the increase had been 22.4%. Exports to the outside in the third quarter were only 9% up from last year, compared to a 21.4% increase from the first half of 1959 to the first half of 1960.

As might be expected, the ECM Commission in Brussels blames "diminished trading opportunities in the North American markets" for the decrease in the growth rate.

Italy has become the most dependent on trade within the Inner Six. It sells two-thirds of its total exports to the other ECM partners. France exports 60% of its total to other members; Belgium, the Netherlands and Luxemburg about 50%. Only West Germany exports more than twice as much to the outside as to its partners.

* * *

GATT NEGOTIATIONS in Geneva appear to have bogged down on their most urgent task: the 20% reduction in the unified external tariff of ECM which was supposed to have come into effect on Jan.1, 1961, the date when ECM members adjust their individual external tariffs by 30% to a common level.

The U. S. is said to have suggested a compromise whereby a 10% reduction would become effective on Jan. 1 regardless of whether or not an agreement is reached at GATT by that date.

Even the controversy over the famous List G products for which Italy and France want to delay external tariff reduction is still going on as the deadline approaches. It has never been conclusively decided whether such delays should only affect the countries who ask for them or all ECM members.

List G includes several exports goods in which Canada is strongly interested, like aluminum and lead.

* * *

CANADA's economic stagnation is likely to continue and will require further counter measures by the Canadian government.

That is the view expressed in a report by the Organization for European Co-operation in Paris which is widely quoted in the European press.

Domestic demand in Canada will continue to decline, according to OEEC. The rate of investment is lower than expected and reduced order backlogs and profits make it seem unlikely that the trend will soon be reversed.

However, some papers do point out that great efforts are being made to stimulate Canadian export trade and describe the recent Ottawa conference between trade commissioners and industry representatives as "a step in the right direction".

* * *

FRANCE expects a 5.5% increase in gross national product and an 8.9% increase in imports for 1961.

This forecast — made by the government as a basis for 1961 budget estimates — is of more than passing interest to Canada. France is one of our three largest European markets and has more than doubled its purchases of Canadian goods in the first three quarters of this year.

The French franc is now fully convertible in external payments and is expected to achieve full internal convertibility as well in the course of 1961. Total imports and exports this year will be 25% higher than last year.

For the first time since the war there will be a noticeable reduction in the burden on the hard pressed French tax payer. In 1961, taxes will be 18.3% of GNP, compared to 18.5% this year.

Big Mail, 50,000 Shares in Worobec's Option Deal

Mail response to an offer to buy options on publicly-held shares of **Canadian Chemical** Co. (FP, Dec. 10) has been "fantastic", **FP** was told early this week by Dr. Morton P. Shulman.

But the young Toronto doctor, who has an active out-of-hours interest in financial affairs, said many letters had been queries rather than direct offers to sell.

Initial option acceptances were slow, but picked up when many queries had been answered. More than 50,000 shares were optioned in the first two weeks, about 5% of minority shares outstanding — only ones likely to be offered.

Dr. Shulman described the response as "encouraging," but added that "it doesn't look as if we'll get all we want."

Dr. Shulman, assistant coroner for Toronto, is a member of a Canadian-U. S. private investment group trying to obtain a big block of shares in the $80 million company.

Myroslaw R. Worobec, Toronto postal clerk who is acting as nominee for the group, is the husband of Dr. Shulman's nurse.

In a letter to shareholders, Worobec offered to pay 80c a share for six-month-10-day options to buy the shares at $5.75, market price at the time.

A flurry of trading, though, sent price of shares up soon after the offer was made and closing prices have been consistently above $5.75. At beginning of last week they closed at $6⅛ and dropped to $6 later. Before the option offer they were selling at $5½.

The offer is still open. A change in terms would depend on market action or if a sizeable block was offered.

The group wants as much stock as it can get "for a straight investment proposition".

Canadian Chemical is 82% owned by **Celanese Corp. of America** through **Chemcell Ltd., Montreal.**

Worobec's name was used so the investment group members would remain anonymous.

Last week put - and - call traders began to quote prices for options on Canadian Chemical stock for first time.

One house quoted a $70 price for 90-day options to buy or sell 100 shares at the recent market price (about $6).

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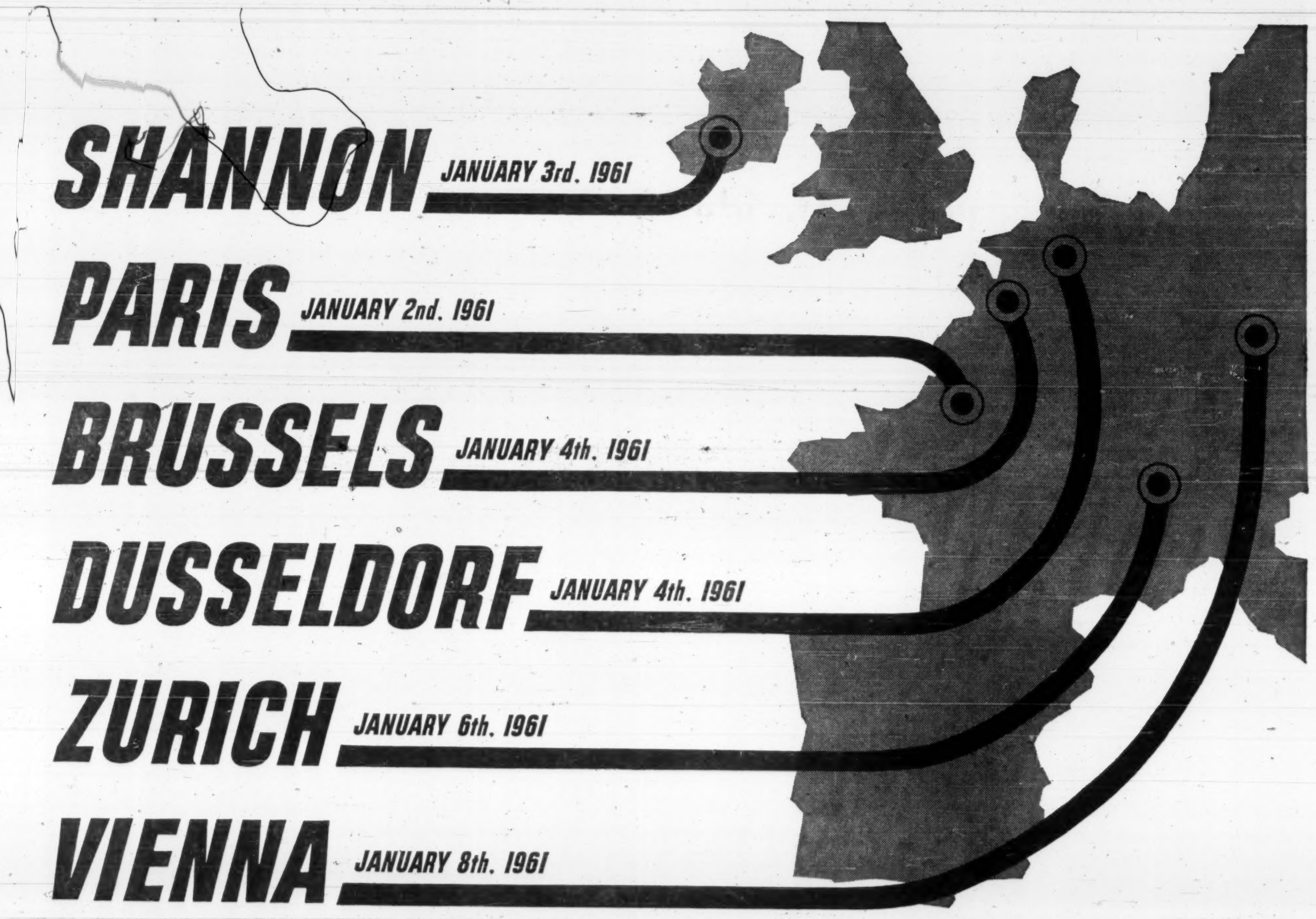

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Business Across Canada

HOW'S BUSINESS? That's the big question right across the country. This regular FP feature helps to answer it for businessmen everywhere, by comparisons for representative cities coast-to-coast.

This table shows figures for September, the latest complete month available. Despite the time lag, the comparisons are valuable indicators of each area's business health.

COMPARISONS
September, 1960-September, 1959

	Average Weekly† Wages & Salaries $	Average Weekly Wages & Salaries Change %	Employment Index Change %	Consumer Price Index Change %	Value of Building Permits Change %	Housing Starts 9 Months Jan.-Sept. Change %
St. John's	55.12	+5.3	—5.7	—0.09	+83.3	—37.6
Halifax	62.29	+4.0	+1.3	+0.6	+366.1	—16.5
St. John	63.64	+8.2	+7.2	+0.7	+201.5	+17.8
Quebec City	65.10	+4.1	—2.2	....	+95.3	—17.4
Sherbrooke	63.97	+6.8	+0.7	....	—47.8	—14.9
Trois Rivieres	72.84	+6.1	—9.7	....	—22	—23.2
Montreal	75.36	+3.0	—1.6	+0.8	—43.3	—26.1
Ottawa-Hull	71.95	+4.1	—2.6	+1.1*	+32.8	—16
Peterborough	85.16	+2.4	—8.5	....	—62.4	+9.7
Toronto	80.02	+3.4	—2.4	+1.0	+35.5	—28.5
Hamilton	85.06	+2.1	—4.2	....	+4.3	—35
St. Catharines	85.96	+2.0	—4.5	....	—21.2	—59.2
Brantford	71.48	+2.1	—13.2	....	—12	+255.4
Kitchener	71.96	+1.0	—1.5	....	—38	+133
London	73.80	+4.0	+1.4	....	+59.6	—10.7
Windsor	84.44	—4.0	—5.6	....	+29.2	—38.9
Sarnia	99.61	+5.6	+0.7	....	—71.5	—26.1
Ft. William-Pt. Arthur	80.43	+6.2	+1.0	....	+45.2	—57.6
Winnipeg	69.30	+2.1	—0.8	+1.9	—25.2	—26.7
Regina	71.03	+4.5	+0.7	+1.1‡	—38.2	—45.8
Saskatoon	68.73	+2.8	+1.2	....	—53.4	—29.3
Edmonton	73.99	+4.0	—3.5	+0.9‡	—35.8	—47.5
Calgary	74.26	+3.9	—1.5	....	—63.6	—40.9
Vancouver	81.53	+2.9	—4.9	+0.7	+32.4	—50.5
Victoria	74.33	+5.1	—7.1	....	+72.5	—29.3
CANADA	76.57	+3.1	—2.1	+1.0	—12.1	—25.3

†Industrial composite on Sept. 30, 1960. * Ottawa only. ‡Joint indexes for Regina-Saskatoon and Edmonton-Calgary. Blanks indicate figures not available. Source: DBS reports.

FP reports on U.K. BUSINESS

U.K. Steel Producers Show Higher Profits, Dividends

News and views on the British securities markets, specially written for FP by one of London's distinguished financial writers.

LONDON—Although total industrial production has ceased to expand and Britain's balance of payments is "in the red", the U. K. steel industry continues to go from strength to strength.

November was the first month in which the weekly average steel output has exceeded 500,000 tons. The actual figure, 504,500 tons a week, was 10% above the result for November, 1959.

The current rate of steel production is equivalent to 25.2 million ingot tons a year, allowing for normal holidays. This represents very nearly 100% of capacity.

Total 1960 production is expected to be about 24.3 million tons, compared with 20.2 million tons in 1959 and with the Iron & Steel Board's estimate of 24 million tons given in December last.

Capacity is continuing to expand. It is estimated at 27 million tons for 1961, though present indications are that actual production may not be very much ahead of this year's figure.

Demand for steel for capital projects, the largest sector, is expected to remain high into 1961. Demand from the motor car and other consumer goods industries may be less buoyant in the first part of the year.

The demand for stock-building, which absorbed 1.4 million tons of steel in the first nine months of 1960, is unlikely to be repeated. Imports of steel, which totaled 1.3 million tons in the same period, are expected to fall substantially, lower.

Efforts are being made to secure a higher level of steel exports.

* * *

Steel company results for the year to September 1960 are now virtually complete and, as expected, have shown a general pattern of higher profits and dividends.

Pride of place goes to **Stewarts & Lloyds,** which is raising its dividend for the year from 11% to 15% with a final payment of 12%.

Group sales, at £139 million, were 17½% up on 1958-59, while trading profits, at £20,970,000, show an improvement of about 57%. Net profits after all charges are up from £6,987,000 to £10,635,000.

Sales have benefited mainly from a sharp increase in demand for steel in ingot form. Output of tubes also improved, certain large pipeline orders resulting in increased exports to the oil industry.

Since the end of the financial year trading conditions over-all are stated to have become more difficult, but in 1960-61 the company will benefit from the profits of **Staveley Iron & Chemical,** acquired in September for £6 million. These amounted to £542,000, after tax, for 1959-60.

Capital spending by the group has remained high. Despite the £14 million rights issued in November, 1959, the U. K. companies had a net overdraft of £3,572,000 on Oct. 1.

Plans are well advanced for a major scheme of capital development at Corby, which it will not be possible to finance from cash flow.

This suggests that a further rights issue, or possibly some form of loan financing, is likely during the coming year.

* * *

Bowater Paper Corp. is extending its interests in the European Common Market through a link-up with the giant **Philips Lamps** organization of Eindhoven, Holland.

The two groups have reached agreement for the formation of a joint company in Belgium — **Bowater Philips S.A.** — for the manufacture of corrugated packaging materials.

It will be owned by the partners on a 50:50 basis and will acquire and complete the new factory now in course of construction by **Bowater Belgium S.A.** The total investment in this is expected to be about £2,150,000.

Bowaters started the Belgian development to put its company there into the corrugated container field. The folding box operations were also to be transferred to the new plant, at Ghent.

In view of the agreement with Philips, the new factory will now be devoted entirely to making corrugated packaging. Alternative plans for expanding the folding box side of Bowater Belgium are being considered.

For Philips, the deal marks a further step in the group's diversification. Other recent ventures have included acquisition of **Ada Halifax,** a U. K. company making washing machines, and the purchase of an interest in Crookes Laboratories.

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EAST KOOTENAY NET UP

East Kootenay Power Co., Fernie, unaudited net profit for three months to Sept. 30/60 was $27,586, up 38.5% on like /59 period. For six months to Sept. 30/60, net was $57,481, up 35.2%.

ANNOUNCEMENT

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ROBERT J. REID

Mr. W. F. McNurney, Vice-President and General Manager of The General Tire & Rubber Co. of Canada Limited, is pleased to announce the appointment of Robert J. Reid as Manager of Marketing Research and Distribution for the Company, effective immediately.

Mr. Reid's nine years with the Company have given him an extensive background in the fields of retail, merchandising and sales having served as Territory Manager, Assistant Sales Manager, Sales Promotion Manager and Manager of Retail Stores for Canada. A graduate of the University of Toronto, Mr. Reid has obtained his B.A. and M.Comm. Degrees.

QNG Seeks to Renegotiate Trans-Canada Gas Contract

MONTREAL (Staff) — Following top-level management changes, **Quebec Natural Gas Corp.** plans to negotiate with **Trans-Canada Pipe Lines Ltd.**, its sole supplier, for a relief from its present contract (**FP**, Nov. 5).

There is talk of seeking an agreement under which part of the Quebec Natural Gas commitment would be transferred on an interim basis to another eastern utility.

Company has a 20-year contract with Trans-Canada to purchase western Canadian gas on a 90%, 75% or 50% load factor rate.

When the 90% rate was selected, Quebec Natural expected substantial sales to industrial customers on an interruptible basis. Declining oil prices altered the competitive picture and company feels now it might be better served under the 75% load factor rate even though that would mean an increase in commodity charge.

Contract for year ending Oct 31/61 calls for daily demand of 68,400 mcf. Last winter daily purchase was 43,973 mcf on Feb. 24/60.

Still before the Provincial Electricity Board are proposed rate revisions to replace interim consumer tariffs approved Dec. 1/60 but extended pending hearings.

So far the proposed rate structure has not been opposed. Deadline for interventions is Jan. 15.

Effective Jan. 1, Glenn O. Maddock will become president and chief executive officer of the company. Maddock will relinquish the vice-presidency of **Duff & Phelps Inc.,** Chicago public utility consultants, to take QNG post.

Also from Duff & Phelps will come C. H. Horne as executive vice-president.

Guy Vanier, now a director, and Jean-Jacques Leroux, an engineer with the corporation, will become vice-presidents.

Duff & Phelps was retained by QNG as management consultants this year when services of **Commonwealth Services Inc.** were discontinued.

"The Chicago firm, principally through Messrs. Maddock and Horne, have been invaluable to Quebec Natural Gas in recent months and will continue to serve the corporation in an advisory capacity," according to Edouard Asselin, chairman of the board.

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curling, hockey, skiing, fashion, food, carnivals, holidays, and the social urge.

What winter does to Canada ❄ The return of the Winter Carnivals ❄ Hockey isn't as rough as it used to be – by Detroit Red Wings' Jack Adams ❄ Canada's world champions of Curling ❄ How to gain entrée to the social pages ❄ Skier's dream (the '68 Olympic site?) ❄ FOOD – "The second splendid discovery of spices." ❄ Many more features PLUS a new back-of-the-book "yellow pages" section!

Look for this special "gate-fold" cover featuring the four Richardsons of Regina, twice winners of the world curling title

the bonus "Winter Festival" issue of

MACLEAN'S
CANADA'S NATIONAL MAGAZINE

DON'T MISS THIS LAST OPPORTUNITY
Ad forms close December 30 for the FIRST ISSUE of "Le Magazine Maclean" — a new reading experience for all Canadians of French expression. Complete your national advertising program with a full schedule — reserve your space now!

ANNOUNCEMENT

SUN LIFE APPOINTMENT

S. M. T. BAILEY

Sun Life Assurance Company of Canada announces the appointment of S. M. T. Bailey as Associate Actuary. Mr. Bailey, who joined the Company in 1931, has been associated with Sun Life's actuarial operations at the Head Office in Montreal and at London Administrative Office, England. He was appointed Assistant Actuary in 1955.

'Made in Canada' Rule Brings Sweeping Power

By LESLIE WILSON

OTTAWA (Staff) — The new definition of what's "Made in Canada" gives the government sweeping powers to extend new protection to thousands of Canadian manufacturers.

But if these powers are used, strong protests are certain from the U. S., probably from European countries as well.

Even the change in the definition, the first change since 1936, is likely to bring protests.

As the new definition is framed, it can be used:

- **To broaden protection** given to a wide variety of manufacturers.
- **To help manufacturers** of custom-made machinery to produce new types of equipment.

At present, the Canadian tariff contains about 57 parallel pairs of items which set low rates for items "of a class or kind not made in Canda," and high rates if the items are "of a class or kind made in Canada."

The definition of what's made in Canada is based on a 1936 order in council.

If a Canadian manufacturer produces 10% of domestic consumption of a product, it is "made in Canada" and thus entitled to high duty rates.

These rulings, based on Canadian production and consumption, come from the Customs Department. Two or three items a month are switched from low-duty categories to high-duty categories.

The new definition adds protection from three different directions:

1. Goods, to which "made in Canada" tarif. items apply, are to be divided into two categories:

- **"Goods custom-made to specifications."**
- **"Goods other than goods custom-made to specifications."**

Custom-made goods are to be considered "made in Canada" if, in Fleming's words, "adequate facilities exist in Canada for the economic production of such goods within a reasonable period of time."

Rulings under the new definition of "custom-made goods" will be made mainly on machinery items.

If a Canadian firm has the facilities to make a custom piece of machinery, it can be ruled "made in Canada" and shifted to a high-rate item. There is no further question of supplying 10% of the Canadian market.

2. Protection on "goods other than custom-made" (Fleming called them "shelf goods") is also to be extended.

In the last 20 years, the Tariff Board has heard hundreds of arguments about whether a given imported item is of the same "class or kind" as a product manufactured in Canada.

Fleming said that the effect of these hearings has been to stretch the scope of the "not made" items and thus "to erode to some extent the protection given to Canadian manufacturers."

The new definition for "shelf goods" will have the effect of narrowing the scope of the "not made" items and thus increasing protection to manufacturers in this country.

Under the new definition for "shelf goods", an import is to be ruled "made in Canada" if "goods of approximately the same class or kind are made or produced in Canada."

The key word is "approximately."

The Tariff Board will have to decide how approximate is "approximate. But the new word is certain to broaden the classes of "made in Canada" items considerably.

3. The third direction from which protection is extended is to give entirely new power to the Minister of National Revenue.

He alone will decide:

- **What** goods are "custom-made."
- **What** is "normal Canadian consumption" of a given article.
- **Whether** "adequate facilities" exist in Canada for the production of custom-made goods.
- **What** is a "reasonable time" in which these goods are to be produced.

The effect of the third change is to give the Customs Department very wide power formerly entrusted to the Tariff Board.

Several hearings in the past have hinged on confidential customs department statistics about what Canadian consumption of a given article was.

Now, presumably, the Customs Department will be able to gather its statistics where and how it wishes.

Fleming didn't spell out completely how the new discretionary powers over "made in Canada" will be divided up between the customs department and the Tariff Board.

He said:

"With regard to the normal Canadian consumption any appeal from departmental determinations shall be made to the minister and his decision shall be final.

"With regard to questions of law, and with regard to questions of fact susceptible to determination by them, appeals will continue to go to the Tariff Board."

Just what "questions of fact" would be "susceptible to determination" by the board, he didn't say.

The U. S. expressed concern when the new definition was forecast in the Throne Speech (**FP**, Nov. 26).

The definition is much stronger than was indicated, then.

Getting the U. S. to accept the old specification that, in any situation, an item was "made in Canada" if 10% of consumption was manufactured here, took several years of pressure and negotiations.

LUMBERING OPERATION FOR SALE BY TENDER

Tenders will be received by Crown Trust Company, Executor of the estate of the late Leon Portelance of Sudbury, and marked "Tenders re Portelance Lumber Limited" up to 12 o'clock noon on Tuesday the 18th day of January, 1961, for the purchase of the controlled timber limits, and the mill and equipment situate on Hamlow Lake 40 air miles North of Capreol.

All tenders must be accompanied by a marked cheque payable to Crown Trust Company for 10% of the purchase price which will be returned without interest if the tender is not accepted. The deposit will be forfeit if the tender is accepted and the sale not completed within 20 days from the date of acceptance.

Terms — Cash upon closing. The highest or any tender not necessarily accepted. For full information apply Crown Trust Company, 302 Bay Street, Toronto, Ontario.

How the CMA Sees Budget

Here's the text of a statement on the budget from J. C. Whitelaw, general manager of the Canadian Manufacturers' Association:

* * *

The principal significance of the budget lies in the fact that the Finance Minister recognized the imperative need to afford some added and immediate incentives to Canadian industry.

Among these are increasing the amount of profits subject to the lower corporation tax rate, the broadening of the definition of "made in Canada" goods for tariff purposes, and the promise of new incentive for the further processing of Canada's raw materials and for the manufacture of new products in Canada.

Inevitably, there will be those who think he has not gone far enough, but at least he has taken a step in the right direction and, in these days, that's something.

We also must not forget that this budget was merely an interim measure to be followed in the spring by the usual annual statement of national accounts.

ANNOUNCEMENT

HOWARD SMITH APPOINTMENTS

J. G. WELSH

DR. C. MARCHANT

O. A. HUTTON

The following appointments are announced by Howard Smith Paper Mills Limited. J. G. Welsh is appointed Chief Engineer, Dr. C. Marchant manager of New Product Development and O. A. Hutton manager of Industrial Relations. All three have similar responsibilities in Dominion Tar & Chemical Company, Limited.

These Debentures having been sold, this advertisement is published for record purposes only.

NEW ISSUE

$1,000,000

Mussens Canada Limited

(Incorporated under the laws of Canada)

6¾% Sinking Fund Debentures, Series B

To be dated December 1, 1960, maturing December 1, 1975. Principal, premium and semi-annual interest (June 1 and December 1) payable in lawful money of Canada at any branch of the Company's bankers in Canada. Coupon Debentures, denominations $500 and $1,000, registrable as to principal only. Redeemable prior to maturity on not less than 30 days' notice: (a) at the option of the Company as a whole at any time or in part from time to time at a premium of 4% up to and including November 30, 1963, thereafter at premiums of 3% up to and including November 30, 1966, 2% up to and including November 30, 1969, 1% up to and including November 30, 1972 and ½ of 1% thereafter prior to maturity; (b) for sinking fund purposes at one-half the premium applicable on redemption by the Company; in each case with accrued interest to the date specified for redemption.

Trustee: The Royal Trust Company.

Stock Purchase Warrants

The 6¾% Sinking Fund Debentures, Series B, in definitive form, when originally issued, will carry Stock Purchase Warrants entitling the holders of such Warrants to purchase common shares without nominal or par value in the capital stock of the Company as presently constituted at the rate of 10 shares for each $1,000 principal amount of Debentures, at any time on and after April 1, 1961, up to and including August 1, 1965, at the following prices:

$10.00 per share up to the close of business on August 1, 1962; thereafter
$12.00 per share up to the close of business on August 1, 1963; thereafter
$13.50 per share up to the close of business on August 1, 1964; and thereafter
$15.00 per share up to the close of business on August 1, 1965.

In the opinion of counsel these Debentures will be investments in which The Canadian and British Insurance Companies Act, R.S.C. 1952, c.31, states that companies registered under Part III thereof may, without availing themselves for that purpose of the provisions of sub-section (4) of Section 63 of said Act, invest their funds.

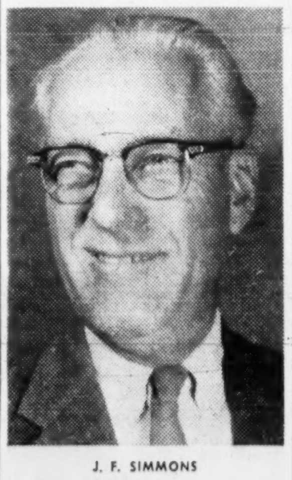
Price: 100 and accrued interest

A prospectus, a copy of which has been filed with the Secretary of State of Canada in accordance with the provisions of the Companies Act, will be furnished promptly on request.

Royal Securities Corporation Limited

Montreal Toronto Halifax Saint John Quebec Ottawa Hamilton Winnipeg
Calgary Edmonton Vancouver Victoria Charlottetown St. John's, Nfld. New York

ANNOUNCEMENT



J. F. SIMMONS

The F. E. Myers & Bro. Co. (Canada) Ltd., Kitchener, Ontario, announces the appointment of J. F. Simmons as Managing Director, Assistant Treasurer, and a member of the Myers-Canada Board of Directors. Mr. Simmons will make his headquarters in Kitchener.

Simmons is joining the Myers-Canada organization after more than 30 years' service with the Myers home office in Ashland, Ohio, He has served as salesman, district manager, and manager of O.E.M., Government contracts and special products.

Myers sales activity in the Canadian market is being expanded.

S. C. Miller, Managing Director for the Myers-Canada for the past five years, has accepted a position as sales manager of pumps and water systems with The Palmer Supply Co. in Ottawa, Ontario.

Dividend Changes

B. C. SUGAR REFINERY—Common 25c plus 70c extra payable Jan. 16 to holders of record Dec. 31. Total payable to date in 1961, 25c plus 70c extra: total paid to same date in 1960, 25c plus 60c extra; total paid in 1960, $1 plus 60c extra.

CORONATION MORTGAGE — Common, 15c payable Jan. 31 to holders of record Jan. 15. Total payable to date in 1961, 15c; total paid to same date in 1960, 12½c; total paid in 1960, 50c. Recent price: $12.

VENTURES—Common, 25c plus 10c extra, payable Jan. 31 to holders of record Jan. 16; ex-dividend Jan. 12. Total payable to date in 1961, 25c plus 10c extra; total paid to same date in 1960, 25c; total paid in 1960, 50c. Recent price: $30.50.

Corporation Bonds

(Supplied by Investment Dealers' Association of Canada)
December 20, 1960

Public Utility Issues:	Int Rate %	Due	Bid	Ask	Prev Week Bid
Alg Cen. H.B.R	5¾	'79	96½	....	96½
Bell Phone	5	'72	94¼	96¾	94¼
Bowater Pwr.	3½	'80	90½	...	81½
Braz Traction L. & P	4¾	'70	79	82	79
B. C. Electric	5¼	'88	90½	93½	90½
Do.	5¾	'77	96¾	99¼	97¼
B C Phone	5	'82	93¾	96¼	93¾
Calgary Pwr	3½	'72	80¾	...	80¾
Consumers' Gas	5	'78	94½	97½	94½
Gatineau Pr. D	3½	'70	87¾	90¼	87¼
Gt Lakes Pr	5¾	'77	97¼	100¼	97¾
Maclaren-Quebec Power	3	'69	84¾	...	84¾
Mexican L. & P	5	'75	71¼	76¼	71¾
Nat L. & Pr	4½	'61	99½	...	99½
North Que. Pr	4½	'67	91¾	...	91¾
Power Corp.	5½	'77	93¾	96¼	93¾
Que Nat. Gas	5¾	'85	69¼	72½	69¼
St Maurice Pr	3½	'70	85¾	88¼	85¾
Shaw W. & Pr	4¾	'76	91½	94½	92¼
Tr Can. P L 5 85		'87	93	94½	92½
W'coast T. Deb	5½	'88	79½	81½	79½
Industrial Issues:					
Abitibi Pr P	6½	'77	102½	105½	102½
Do	4	'74	85¼	...	85¼
Acadia-Atlantic Sugar	4	'74	84¾	...	84¾
Alum. of Can.	4½	'73	90¼	93¼	90½
Bathurst P & P	5¼	'73	93½	...	93½
Bicroft-Uran	5	'62	99¼	100¼	99½
Can Bread	4¼	'67	90¼	...	90¾
Can. Cement	5¼	'76	93¾	96¼	94
Can Steamship	4	'66	91¼	...	91¼
Cdn Brew	4½	'81	84¾	88¼	85¼
Cdn Canners	3¾	'70	83¾	86¼	84¾
Cdn. Celanese	3	'62	96¾	...	96¾
Cdn Chem. Co.	5¼	'71	93½	96½	93½
Cdn Industries (1954) Ltd.	3¾	'74	84¾	87¼	84¾
Cdn Dyno	6	'63	99¾	100¾	99¾
Cdn Oil	4	'76	84½	87½	84½
CPR	3¾	'72	85¼	87¼	85½
Do.	3½	'66	89	92	83½
Can-Met	5½	'63	97¼	93¼	97¼
Cockshutt F. E.	4¼	'65	88¾	91¼	88¾
Cons Denison	5	'62	98¾	101¼	98¾
Dom. Fdrs. & S	4½	'69	91¾	94½	92¼
Dom Stores	5½	'76	97½	100½	97½
Dryden Paper	4¾	'74	85	...	85
T Eaton Accep	4¾	'74	91½	94½	91½
T Eaton Realty	5¼	'76	96¼	98¼	95¼
E B Eddy	4	'74	80½	...	80
Elk Falls Co	5	'75	85¼	...	85¾
G Motors Acc	4¾	'69	94¼	96¾	93¼
Gt Lakes Pap.	5	'76	92½	95½	92½
Hud Bay O&G	4	'75	82½	85½	81½
Husky Oil	5	'69	85¾	88	85¾
Imp. Tobacco	3	'70	84¾	87¼	84¾
Imp Oil	3	'69	86½	89½	86½
Indust. Accept.	6	'77	98¾	101¼	98¾
Loblaw Groc.	6	'77	99½	102½	98½
Lorado Uran.	6	'62	100½	102½	100½
Maple L. M.	3¾	'63	95¾	98¼	95¾
Massey-Ferg.	4½	'76	88½	...	88½
Milliken Lk.	6	'62	100¼	101	100¼
North Cdn. Oil	5	'75	79¾	85¼	79¾
Northspan	5¾	'63	99½	100¼	99½
Northstar Oil	4½	'78	84¼	87¼	84¼
Ont Jockey Club ex. wts	5½	'72	90¾	93¼	90¾
Phillips Elect.	5	'73	86½	...	86½
Price Bros	3½	'66	89¼	92¼	89¼
Regent Refining	4¼	'75	85½	88	85
Rio Tinto	5	'63	98	99	98
St Law Corp.	5	'72	94¾	95¼	94¼
Sal.-Shirriff-H.	6	'77	99¾	101¼	99¾
Simpsons Ltd.	4¾	'73	93½	96½	93½
Steel Co	2¾	'67	86¾	89¼	87¾
Traders Finance	4¼	'71	91¼	93¼	91¼
Union Accept.	5¼	'68	91¾	...	91¾
Un Grain Gr.	3¾	'70	82¼	...	82¼
W. Cdn. O. ex w	...	...	88¾	...	88¾
Weston, Geo	4¾	'71	92½	95½	92½
CONVERTIBLE ISSUES					
Abitibi P & P	4½	'66	9[illegible]	98½	95½
Atlas Steels Ltd	5	'67	9[illegible]	100¼	97½
Braz Tr., L.&P	4½	'71	7[illegible]	77½	74
B C Electric	6	'84	10[illegible]	110½	107
Cdn. Pacific R	4	'69	88¾	91¼	89¼
Cdn Petrofina	4	'72	82¼	84¼	81¼
Cockshutt F. E.	5	'68	89½	92½	89¼
Home Oil	5¾	'71	95¼	98½	95½
Do	6	'75	96¾	99¼	96¼
Shaw W. & P	5½	'72	106½	109½	104½
Westcoast T.	5½	'88	89	91	86½
Loblaw Groc.	4¾	'76	125	126½	121
Phillips Elect.	5½	'70	87½	...	87½
S'wood Dairies	5¼	'72	97½	...	97½
Trans Emp. O	5	'66	96	...	96
Do	5½	'67	95	...	97
Triad Oils	4¾	'71	77½	80½	78½

Unlisted Industrials

(Compiled by McDonnell, Adams & Co. Ltd., Toronto)
December 15, 1960

CORPORATIONS	Bid	Asked
Alexander Bldg.	16.00	...
Anglo Can. Tel. A	42.00	43.00
Border Chemical	4.75	5.25
Brinton-Peterboro Carpet	40.00	45.00
B. C. Tel 4⅜% pfd.	84.00	....
Do. 4½% pfd.	86.00	...
Do. 4¾% pfd.	92.00	94.00
Do. 5¾% pfd.	103.00	....
Do. 6% pfd.	104.00	....
Do. 6¼% pfd.	105.00	106.50
British Newfoundland	1.60	1.90
Calgary Power 4% pfd.	77.00	....
Cdn. Admiral Corp	....	16.00
Cdn Canners B	12.00	..
Cdn. Corp. Management	8.00	8.75
Cdn Foreign Secs	8.00	9.00
Capital Wire Cloth	20.00	...
Cawthra Apts	60.00	
Clairtone Sound Equipment	3.45	3.60
Commercial Finance	63.00	
Concourse Building	100.00	135.00
Copp Clark 6% pfd.	81.00	...
Debenture & Secs pfd.	80.00	....
Dom. Linseed Oil Units	3.25	....
Essex Packers pfd.	33.50	....
Do common	3.00	...
Goderich Elevator	17.25	....
Granite Club	14.25	15.00
Grt. Britain Can. Inv. pfd.	80.00	....
Do. com.	16.00	17.00
Hart Battery (1957) units	3.25	
Hees, George $6 pfd.	....	10.00
Humberstone Shoe	....	7.00
Ingersoll Machine 4% pfd.	65.00	....
Do. B	3.00	....
Jenkins Bros.	59.00	61.00
Lake Ont. Port. Cem. com.	2.05	2.20
Do. pfd.	5.25	5.75
Do. warrs.	.40	.80
Lord Simcoe Hotel A	.55	....
McCarthy Milling A	5.00	5.75
Meadowvale Dev.	....	3.10
Mindustrial Corp.	1.85	2.00
Morrow Screw & Nut	....	36.00
Mutual Finance Corp. pfd.	75	
N. Ont. Natl. Gas 6% pfd.	61.00	62.00
Nova Scotia L. & P. 4% pfd.	76.00	....
Do 4½% pfd.	86.00	....
Pacific Gas Transmission	14.00	14.50
Do. rts.	.70	.80
Pacific Western Airlines	1.30	1.60
Park Lawn Cemetery	2.25	....
Pembroke Electric Light	100.00	...
Phillips Electrical	4.25	5.00
Prairie Royalty Trust	1.00	...
Rapid Grip 6% pfd.	98.00	101.00
Robin, Jones & Whitman p.	15.00	...
S.K.D. Mfg. 6% pfd.	9.00	9.75
Scott Misener S.S.	13.00	....
Standard Fuel 4½% pfd.	35.00	....
Steelman Gas	1.25	1.75
Teleflex Limited	11.00	12.00
Thompson Paper pfd.	45.00	48.00
Toronto Brick	10.00	13.00
Toronto & London Inv's.	1.90	2.35
Toronto Medical Arts Bldg.	59.00	....
Trans-Can. Freezers warrs.	70	....
Triarch Corporation	112.00	115.00
Universal Cooler A pfd.	53.50	..
Do. B pfd.	....	2.50
Do. common	1.40	...
Waterloo Mfg.	6.00	
Westcoast Transmission	13.75	14.25
INSURANCE COMPANIES		
British America Assurance	107.00	112.00
Cdn General Insurance	500.00	
Commercial Life 20% paid	33.00	35.00
Crown Life Insurance	220.00	....
Dom. Can. Gen. Ins.	47.00	55.00
Dom. Life Assce.	185.00	200.00
Excelsior Life	235.00	...
Great-West Life Assurance	370.00	....
Guar. Co. of N.A. fully pd.	100.00	115.00
Do. 90% paid	95.00	....
London Life Insurance	183.00	187.00
Manufacturers Life*	256.00	....
Do.†	252.00	..
Do.‡	247.00	..
Do.•	246.00	....
Maritime Life	135.00	
Monarch Life	50.00	56.00
National Life Assurance	58.00	61.00
Sovereign Life 25% paid	175.00	...
Western Assurance	86.00	89.00
Western Life 25% paid	102.00	....
TRUST & LOAN COMPANIES		
British Mtge. & Trust Co.	255.00	....
Eastern Trust	34.50	....
Halton & Peel Trust Co	12.25	13.00
Industrial Mtge. & Trust	115.00	....
Prudential Trust	30.00	....
Waterloo Trust	46.25	46.75

*Original pledged. †Second pledged. ‡Third pledged. •Unpledged.

Prods Foreign Firms To Incorporate Here

By JOHN SOGANICH

The many non-resident corporations which operate through branches in Canada, rather than through Canadian subsidiaries, may find it to their advantage to incorporate companies here.

The Finance Minister proposes a special 15% tax on unincorporated branch operations.

Otherwise, he said, "a serious lack of balance would develop if some corresponding levy were not imposed on profits withdrawn from branches".

Profits attributable to a foreign company's permanent establishment or branch in Canada are taxed at regular Canadian corporation income tax rates.

However, no attempt was made in the past to place any tax on the non-resident corporation when profits of the branch were withdrawn by its head office, even though transfer of profits is analogous to payment of dividends by a subsidiary company to the parent, he said.

His proposal is that profits of branches of non-resident corporations, computed after deducting regular Canadian and provincial corporation income taxes, shall bear a special tax of 15%.

This will apply to profits after 1960.

Canada's tax agreements with some countries other than the U.S. will prevent immediate imposition of this additional tax.

An exception will be provided for banks and life insurance companies because they are often subject to statutory impediments to operating otherwise than through branches.

A further exception will be for companies engaged in transportation or commercial communications across the international boundary.

An effort will be made to apply this new tax to branches in a manner closely parallel to application of the non-resident withholding tax to dividends paid by foreign-controlled subsidiary companies.

To the extent that it can be shown on behalf of a branch that net increases in capital investment in Canada are made, taxable income will be reduced.

ANNOUNCEMENT

PETER J. FROST

Mr. F. D. DeMaio, Vice-President and General Manager, Apeco of Canada Ltd. (subsidiary of American Photocopy Equipment Company, Evanston, Illinois), announces the appointment of Peter J. Frost as Regional Sales Manager. Mr. Frost will manage Apeco's business in the Province of Quebec, Ottawa Valley and the Maritime Provinces. Mr. Frost brings to his new position an excellent record of achievement as well as a significant background in sales management. Apeco is a world leader in the sales of office photocopy equipment, laminating and plastic binding and punching equipment.

Profits Here

A regular listing of latest studies by investment firms.

CANADA IRON FOUNDRIES — Ross, Knowles & Co., 25 Adelaide St. W., Toronto.
MASSEY-FERGUSON — Doherty, Roadhouse & Co., 335 Bay St., Toronto.
SECURITY & INDUSTRY SURVEY—Merrill Lynch, Pierce, Fenner & Smith, 11 Adelaide St. W., Toronto.
PLACER DEVELOPMENT LTD.—Greenshields & Co., 507 Place D'Armes, Montreal.
CANADIAN TIRE CORP.—Fry & Co., 360 Bay St., Toronto.

Gold Bars Quoted

Rate Reported by Doherty, Roadhouse & Co., Toronto.

Canadian kilo bars of gold approximately 32 oz. each.

Dec. 20, 1960

	per oz. Bid	per oz. Asked
Latest week	$34.80	$34.95
Previous week	$34.85	$35.05

Enjoy a finer brandy...

Bisquit COGNAC

★ ★ ★ THREE STAR IN 26-OZ. BOTTLES

By appointment to the late King George VI

A superb brandy distilled from grapes grown in Cognac, France, and matured in the venerable cellars of Bisquit Dubouché & Co.

OFFICE GÉNÉRAL DES GRANDES MARQUES, LTÉE • MONTRÉAL

NATIONAL CANADIAN BANK

Established in 1874

CONDENSED STATEMENT

30th November, 1960

ASSETS

Notes of and deposits with Bank of Canada	$65,383,063
Currency, notes of and deposits with other banks	7,978,243
Cheques and other items in transit, net	44,866,987
CASH ASSETS (16.19% of liabilities to the public)	$118,228,293
Government of Canada and Canadian provincial government direct and guaranteed securities, at amortized value	242,459,401
Other securities not exceeding market value	23,645,332
Call and short loans to brokers and investment dealers, secured	7,462,573
CURRENT ASSETS (53.66% of liabilities to the public)	$391,795,599
Commercial and other loans	346,423,107
Mortgages and hypothecs insured under the National Housing Act, 1954	25,647,219
Bank premises	10,003,530
Customers' liability under acceptances, guarantees and letters of credit, as per contra	1,780,958
Other assets	92,110
	$775,742,523

LIABILITIES

Deposits	$727,307,564
Acceptances, guarantees and letters of credit	1,780,958
Other liabilities	2,770,658
Authorized capital: 2,500,000 shares of $10 each ... $25,000,000	
Capital paid up (1,000,000 shares of $10 each)	10,000,000
Rest account	33,000,000
Balance of Profit and Loss Account	883,343
	$775,742,523

PROFIT and LOSS ACCOUNT

Profits for the year ended 30th November, 1960, after contribution to the Staff Pension Fund and after making transfers to inner reserves out of which full provision has been made for bad and doubtful debts and depreciation of investments		$ 6,919,910
Written off Bank Premises		815,746
Provision for Income Taxes		3,035,000
Net Profits after the foregoing deductions		$ 3,069,164
Dividends	$1,598,192	
Extra dividend, 40¢ per share, payable on December 15, 1960	400,000	1,998,192
Amount carried forward		$ 1,070,972
Balance at credit of Profit and Loss Account, 30th November, 1959		812,371
		$ 1,883,343
Transferred to Rest Account		1,000,000
Balance at credit of Profit and Loss Account, 30th November, 1960		$ 883,343

REST ACCOUNT

Credit balance as of 30th November, 1959	$ 31,712,758
Premium on capital stock issue	287,242
Transferred from Profit and Loss Account	1,000,000
Credit balance as of 30th November, 1960	$ 33,000,000

ULRIC ROBERGE, General Manager

CHARLES ST-PIERRE, President

Market Comment

What stocks and bonds are doing and what prominent observers say

In forecasting 1961 business in U.S. there has been wide agreement that expansion will get under way again in the last half. But this unanimity alone must give some cause for concern. There was the same general agreement on business expansion in 1960 last year end.

The heavy year-end stock switching in U.S. should be largely completed this week. One thing has been evident — despite the heavier-than-usual daily volume the big traders — institutions and private individuals — have apparently not been reducing their over-all stock holdings.

There is continued signs that a good deal of this year-end portfolio re-alignment is swinging new buying into the two top Canadian nickel producers, **International Nickel** and **Falconbridge Nickel Mines.**

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NESBITT, THOMSON & CO (Montreal)

The year 1960 was a difficult one for investors but both the bond and stock markets did offer a number of interesting opportunities.

After reaching a high in September, the bond market retreated in the fall but still shows an improvement over year-end 1959 prices:

	Bid Prices Dec. 31 1959	Dec. 19 1960
Canada 3%/66	85¾	92
Canada 4½%/83	84¾	89
C.N.R. 4%/81	78½	83

With sound corporate issues currently yielding from 6% to 6¾%, still historically high, it seems unlikely that bond prices in 1961 should decline significantly. The investor who buys for good income and safety of capital has available to him a long list of issues offering a combination of all the sound characteristics of bonds, including marketability. Inflation is not expected to reduce the purchasing power of interest payments over the next few years as it has so far in the postwar period.

The tax conscious investor looking for safety but not primarily for income can select among a large number of discount bonds offering possibilities for tax-free appreciation at comparatively little risk. That such appreciation can add significantly to profits was shown this year during the period January-September when the Canada 4½%/83 rose about 10 points.

Overall, Canadian stock markets performed much in line with New York and London this year:

	Stock Index Dec. 31 1959	Dec. 19 1960
London Averages (Fin. Times)	338.40	300.60
New York—Dow Jones Ind.	679.00	618.00
Toronto—Industrials	530.48	511.00
Toronto—Golds	88.48	88.17
Toronto—Base Metals	172.01	158.81
Toronto—Western Oils	104.19	79.17
Montreal—Utilities	145.40	141.80

Dividend payments by Canadian corporations reached new highs in 1960 and personal incomes and savings continued to advance. More interest in the Canadian market could become evident in 1961, perhaps with mutual funds increasing their proportion of total purchases.

A majority of Canadian stocks appear to be selling at sound prices in relation to assets, earnings and dividends. The oil and gas group, still around a 10-year low, may offer the most interesting speculative possibilities with a somewhat better outlook for oil and great expansion continuing in the gas section.

Other groups that should do well in 1961 may include the banks, trust companies and utilities as well as the merchandising, food and beverage companies.

By the end of 1961 we will again have passed through a year of many opportunities but, as in 1960, successful participation will require careful planning and selection.

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TERENCE G. SHEARD; Dominion Securities Corp. (Toronto)

As we reach the season when it is customary to release the only too-uncertain birds of market augury on the cold winter's air, there is a conspicuous contrast, this year, between the high hopes held in December 1959, and present restrained forecasts for 1961.

As usual, changes in market prices have in many cases been due more to altered market sentiment than to changes in actual earnings. For a number of companies in leading Canadian industries, including, notably, banking, newsprint, base metals, and certain oil, gas, food and beverage companies, among others, 1960 has been a year in which earnings have, in fact, shown good improvement.

For the near future, the outlook does not appear to justify a particular degree of pessimism, any more than extravagant optimism. Taken as a whole, such important factors as capital spending, exports, and personal income give evidence of continuing into the new year at relatively high levels, despite our problems of unemployment and foreign competition.

Therefore, it is not surprising that expectations of a business "plateau" extending into 1961 appear to have attracted renewed interest to certain areas of the market in recent weeks.

For the careful investor, the price swings which have resulted from short-term considerations serve to emphasize, once more, the great importance of longer-term perspective in guiding investment policy.

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ANNETT & CO. (Toronto)

Bond Market

Much has been said in recent weeks about the condition of our government bond market, anticipated deficits, monetary policy, money supply, effects of foreign borrowing, and a myriad of other questions and criticisms. Unfortunately, few of the authors have offered remedial suggestions.

One fact that stands out among all others is that until investor confidence is restored in long term issues, not only the federal government but all other borrowers can expect to experience difficult and expensive financing programs.

Stock Market

Despite the disquieting background of adverse trade balances, rising unemployment, high inventories and sagging profits, the year-end stock market level displays an air of noteworthy confidence about the ability of business to recover within the near future.

The steps taken by government to stimulate the economy, whether of the "New Frontier" or "Northern Vision" variety, are designed to initially affect the building and capital goods industries which are among the more depressed.

ANNOUNCEMENT

R. G. RICHARDSON

The appointment of R. G. Richardson as Executive Vice-President of Construction Equipment Co. Limited is announced by A. R. Chadwick, President and General Manager.

Mr. Richardson joined the Company at an early age in 1936 and has occupied a number of positions of trust during the growth of the Company from Coast to Coast.

In addition to his new position Mr. Richardson continues as Secretary-Treasurer of the Company, Treasurer of Geecon Ltd. and Assistant Secretary-Treasurer of National Materials Handling Ltd. and of Atlantic Tug & Equipment Co. Inc. in the U.S.A.

Municipal Bonds

(Supplied by Investment Dealers' Assoc. of Canada)

December 20, 1906

			Bid	Ask.	%
Halifax	4¼	'71	88	90	5.25
Hamilton	6	'79	100¼	102¼	5.80
Metro. Tor.	5¾%	'80	94½	96½	5.67
Montreal	6	'79	100¼	102¼	5.80
Ottawa	5½	'79	97½	99½	5.54
Regina	5¾	'82	95	97	6.00
Vancouver	6	'80	99	101	5.91
Winnipeg	5½	'80	95½	97½	5.71

Unlisted Mines and Oils

QUOTATIONS: Over-the-Counter

Mining Stocks as of Nov. 30, 1960 (Subject to change and confirmation)

	Bid	Ask
Aberdeon	1	3
Abeta	2½	3½
Abex	1	3
Abbican	2½	4
Abino	3	16
Able	8	12
Ace Yk	½	2
Aconic vt	11	20
Do com	15	25
Adv RL	3½	4
Aiken RL	1	3
Allcop	3	5
Alex RL	5½	6½
Amalg Kirk	2½	8½
Anabar	1	3
Andover	10	13
Annameq	1	2
Anuwon Ur	1	2
Arctic Yk	½	1½
Arncour	1	..
Arno	3	5
Arrowhead	1	..
Arnora	1	3
Atlas Chib	1	3
Atlas Sulp	4	6
August	1	2
Augustus	25	32
Baldwin C	2	4
Bancroft	4	5
Band-Ore	4	6
Barbi	2	4
Barima	11	13
Barinouri	15	..
Bar-Man	½	1½
Barnet deb	$95	100
Barvin	½	5
Barvallee	3	5
Bateman	6	7
Beacon M	3	4
Beatrice	2	4
Beauce P	35	45
Belfast	3	4
Belle Chib	3	4
Bengal Mn	15	..
Big Jckpt	1	2
Birch Bay	½	3
Biroco	1	3
Blue Gr Ur	½	1
Boise Yk	½	2
Bornite	3	5
Boulder G	2	..
Brique Cnt	1½	2½
Bracemac	5	7
Brady Cr L	1	3
Braminco	7	9
Bright RL	1½	1½
Brilund	2½	4
Britt Mal	½	1½
Brn McD	6	8
Bruce Pr	7	9
Brunette P	3½	4½
Buffonta	23	..
Burrex	2½	5
Calmor	40	45
Calmt Ur	2½	3½
Camdeck	3	4½
Camflo	5	8
Camlaren	2	3
Camoose	2	5
Camray M	½	1
Cdn All Metals	2	3
Can Rad C	5	7
Cdn Jav	7.50	8.00
Canagau	1	5
Canalask	2	3
Canorama	12	14
Caneonti	1	2
Can-Fer	85	95
Canuba	2	4
Carnegie n	1	5
Castlebar	6	9
Cartier Q	10	13
Cnt & East	40	45
Cent Man	2½	3
Centre Hill	3½	5
Centurion	4	7
Chellew	6½	8
Chmlloy	2.30	2.35
Chesbar	15	18
Chess Mng	3	4
Chib Cop	9	10
Chipman L	6	7
Chuk RL	1½	5
Cinc Porc	1	3
Circle Yk	1	3
Clavos Porc	1	2
Clicker	2	5
Clinger	2½	3½
Clix Atha	1½	2
Cblt Prod	20	..
Cockeran R	1	2
Columbiere	1½	2½
Comb Lard	½	1
Cst Keno	2½	4
Conro	½	1
Con Biore	1	3
C Durh	8	10
C Fred	15	20
C Harpers	5	8
C Vauze	90	1.00
Cont Cop	9½	10½
Cont Kirk	1	..
Cordell	2	4
Cove	3	6
Crakstone	3½	5
Craibbe Fl	14	16
Croydon R	1½	2½
Dalhart	1	3
Daniel Min	4	7
Dayjon	34	36
Davian	75	82
Delmico	5	8
Delta Dev	95	1.10
Derlak	3	4
De Santis P	4	6
Desjardins	45	70
Despina	2½	4
Destorada	½	1½
Destorbel	5	7
Dolsan	5	7
Dom Exp	14½	17
Dorion	1½	2
Dukel	1	..
Dumont	30	40
Dunfrd R	3	..
Dunvgn	3½	4½
Duomaltic	1	..
Dupel	2	4
Duport	20	30
East Bay	2	3
East Lun	1	2
Eastmont	3	..
Echo Indin	½	1

	Bid	Ask
Ego	11	13
El Bonanza	1	2
Elmac	1	3
Electrum	37	42
Elmwood	1	..
Empire G	2	3
Erin Kirk	½	2
Ethel Cop	14	18
Evenlode	6	8
Expl All	1½	2½
Fab	6	8
Farcroft	1	3
Feld Tem	26	28
Fleming	1	3
Fort Rel	8	12
Forty-Four	67	73
Fundy Bay	3	4
Gale Cum	3	6
Gan Cop	2	4
Garv S U	2.00	..
Gateway U	3	5
Gilmont	1	5
Girard Lk	½	1
Glenburke	4	5
Glencona	½	1
Glenecho	2	4
Goldyke	½	1½
Goldn Hark	7	8
Gold Shaft	3	6
Gold Age	38	40
Goldmaque	1½	2½
Gord Lebel	½	1½
Governor	2	3
Guipore	6	7
Halmon	2	4
Hay Gold	3	8
Horne Flt	6	7
Hotstone M	3	5
Hubert Lk	3	5
Hucamp	12	15
Hucliff	2	4
Hud B M (ex-div)	4	6
Hud Ung	3	5
Humlin RL	1	2½
Independ	8	10
Indyke	1	3
Inter Cer	9	10
Indian Mt	6	8
Inmount	5	6
Inore	5	10
Ivan Lard	½	1½
Jacola	1½	3
Jahalla	1	3
Jamaican	3½	5
Jean Lk	3	5
Jerome	4	5
Junior F	1.00	2.00
KB Mng	4	5
Kamlac	9	11
Kenda Per	½	1½
Kenlew	8	12
Kermac	½	2
Kenogamsi	6	7
Kenwest M	3	6
Kerromac	½	1
Kwgama Q	2	3
Kiena	2	4
Knutson M	½	1½
Kontiki	3	4
Laddie	1	3
Lake Exp	8	10
Lk Renzy	2	3½
Larandona	1	2
Laroma M	1	2
Laronge Ur	½	1
Larunr	4	5
Lassie Red	8	10
Latomic	½	1½
Lennie RL	2½	4
Lndsay Ex	25	30
Lingside	3	5
Little Hat	30	35
Lode	25	27
Lun Echo	23	25
Lynnwatin	2	4
MacA RL	1	3
Magnacon	25	30
Magnet Lk	2	..
Magni	15	18
Magoma	2	3
Main Oka	45	55
Mallen RL	2½	3½
Mallich	½	1½
Man-Echo	3	5
Manterre	1	4
Marchant	22	27
Marg RL 40	1	..
Marpic	1	2
Martin B	3	4
Do un	2.00	..
Master Met	1	3
Mate Yk	6	7
Match Cdn	6	8
McCug RL	2	3
McFin RL	5	6
McMan RL	½	1½
McV G n	1.10	1.25
Mica	8	14
Mid Camp	8	..
Mid Chib	18	22
Miles RL	2	3
Miller Cop	4	6
Mills RL	1	3
Mindstri	2.05	2.25
Minedel	1	..
Minrl Ex	50	..
Mirado	8	9½
Mogador	6	7
Monpre	6	8
Montco	1	3
Mnt Keno	1	2
Mnt Pl	23	27
Murmac	2	3
Murky F	10	15
Murphy	3	..
My-Ritt	1	..
Nasco	1	2
Nat Mal n	22	25
Negor	4	7
New Aug	3	4
N Bruns Ur	2	4
N Camp	23	32
N Dom Nic	1½	3
N Fontana	2	3
N Formaq	5	6
N Insco	5	7
N Jack L	3	4
N Lorie	1½	2½
N Mal	2	4
N Metal	5	6
N Mind	4	..
N Pott	½	1½
N Redwood	2	3

	Bid	Ask
N Walc	2	3
Nickel L	1	2
Nickel Off	4	5
Nicoba	2½	3½
Nipiron	7	9
Nocana	4	6
Norbank	39	43
Norford P	½	2
Normar	1½	3
N Am RM	37	42
North Sull	5	15
N Whit M	7	10
Numalake	5	..
Obalski	2	4
Do 1945	7	9
Oceanic	20	30
Oklend	2½	3½
Olivet	½	1½
Ordala	½	2
Orofino	17½	18
Ortona	½	1½
Orvalley	1	4
Pacemkr	1½	3
Packard P	3	..
Pnth Cons	20	30
Part Can	6	7
Pascalis	16	18
Paudash	19	21
Pax Ath n	10	15
Pelangio	1	2
Penelope	22	30
Penfield	5	15
Pershon	½	2
Petitclerc	½	1½
Pickering	5	6
Picton	1½	2½
Pinept	10.75	11.25
Pitchvein	5	6
Pitt Gold	3	5
Portl Yk	6	10
Prop Hold	7	10
Prov. Asb	1	3
Prudential	2	5
Que Cob	2.20	2.30
Que G Blt	30	35
Que Smelt	9	10
Que Tant	20	..
Quejo	3	3½
Quest	2	3
Raglan	8	10
Rand Mal	3½	4½
Ranney	1	2
Raym Tib	1	2
Redaurum	1	4
Redcon	5	7
Red Crest	2	4
Redruth	1	3
Rexora	4	7
Rico Cop	1	..
Rich Grp	3½	5
Rice Lk	2	4
Ridgefld U	7	11
Rio Tinto	75	85
Revere	45	48
Robb Mont	½	1
Robin	20	23
Rocdor M	2	4
Ronnoco	2	4
Rose Gold	5	10

	Bid	Ask
Royalite GS u	2.00	..
Rugged RL	1½	2½
Russet RL	4	6
Do u	2.00	..
Salmita C	5	6
Santiago n	3	4
Scott Ch	1	3
Senore	½	1½
Sentinel	4	..
Sheldon	11	12
Shield	18	21
Shunsby	1	3
Siconor	26	29
Silv Lks M	½	1½
Silver R M	2	4
Sladen Q	68	73
Slate Bay	3	4
Snowdrift	10	15
South Duf	11	12
Spearhead	5	10
Spinet G	4	..
Standard	7	10
St Anthony n	3	..
St Marys E	3	6
Stormy	30	35
Staglight	1½	2½
Stewart L	15	30
Strathmet	$12½	$12½
Success	27	30
Sullicon	1.70	1.80
Sun Bear	½	1
Sunset Yk	2	5
Swift Cop	30	..
Tache L	6	8
Talismn M	20	25
Tarbutt	2	4
Tazin	7	9
Temara	12	15
Thorncrest	½	1½
Tib Exp	8	9
Timal	7	11
Trebor	3	4
Tresdor	3½	4½
Trojan C	5	6
Trojan G	1	3
Ungava C	1	2
Un Cob	15	18
Un PP	1.60	1.70
Ur Ridge	5	6
Val Dor H	50	60
Vanguard	6	8
Vermont	3	..
Viking	12	14
Wadge	3	5
Wadasa	½	2
Watson L	7	8
Wedding R	½	2
Wells LL	10	..
Wesley	2½	3½
W Amlt n	11	14
Westfield	8	10
West RL	3	3½
Westville	3	4
W Wasa	2½	3½
White Gatt	½	3
Wildor M	1½	2½
Wood Croes	1½	3
Yng Dav	16	18

OILS

	Bid	Ask
Assoc Dev	4	6
Bld Mtn	4	6
BC Oil c	10.00	12.00
Do wts	5.00	7.00
Blue Crn	18½	22½
Cdn Delhi	3.50	3.75
Cedar n	11	14
Claybar U	10	14
Cold L P	2.70	2.80
Crusade	1.15	1.20
Edoran	1½	3
Empire	3	6
Gateway	1½	3
Gold Sat	3	3½
Gt Swt Gr	10	12
Harvest	12	15
Israel C	6	10
Leduc Cal	3	4
N Spring C	2	4
N Surpass	45	55
N York Oil	6	8
North Cont	½	1
Old Smoky	½	1½
Paige	3	..
Peace Riv	20	22
Phoenix	30	35
Port Dover	5	10
Ranchmn's	4½	8
Redwater C	1	3
Richland	5	10
Richwell	6	9
Share Oils	2½	5
Siscalta	35	60
Stimans	1.50	2.00
Sturgeon	1½	2
Titan	10	13
Transfld	1½	3½
Warner W	5	6
W Coast	13.50	13.75

Record of Financing

Sales by Municipalities, Provincial and Dominion Governments. Offerings of Corporation and Securities.

DOMINION BONDS

Government of Canada Treasury Bills — Due March 10, 1961, and June 9, 1961, $120,000,000. Issued Dec. 9, 1960. Sold at $99.086 to yield 3.70% and $98.084 to yield 3.92%.

PROVINCIAL BONDS

Province of Manitoba — 5½% and 5¾% debentures, to mature Jan. 15, 1966 and 1981, $15,000,000. Dated Jan. 15, 1961. Offered at $100.00 and interest to yield 5.50% and $99.00 and interest to yield about 5.83% by Wood, Gundy & Co. Ltd., Dominion Securities Corpn. Ltd., A. E. Ames & Co. Ltd., James Richardson & Sons, Equitable Securities Canada Ltd., Bell, Gouinlock & Co. Ltd., Royal Securities Corpn. Ltd., Burns Bros. & Denton Limited, McLeod, Young, Weir & Co. Ltd., Mills, Spence & Co. Ltd., Nesbitt, Thomson & Co. Ltd., Harris & Partners Ltd., Osler, Hammond & Nanton Ltd., Greenshields & Co. Inc., W. C. Pitfield & Co., Ltd., Gairdner & Co. Ltd., Midland Securities Corpn. Ltd., Bankers Bond Corporation Ltd., Cochran Murray & Co. Ltd., Dawson, Hannaford Ltd., Oldfield, Kirby & Gardner Ltd., R. A. Daly & Co. Ltd., J. L. Graham & Co. Ltd., Anderson & Co. Ltd., Credit Interprovincial, Ltee, Annett & Co. Limited, Bartlett, Cayley & Co. Ltd. and Peter D. Curry & Co. Ltd.

MUNICIPAL BONDS

School Commission for Mun. of L'Ile-Aux-Coudres, Que. — 5% and 6% debentures, due Nov. 1, 1961-75, $133,000. Issued Dec. 4, 1960. Sold at $97.77 to J. F. Simard & Cie Ltee.

School Commission for Mun. of St. Paul-de-Chester, Que. — 5½% debentures, due Jan. 1, 1962-71, $72,500. Issued Dec. 4, 1960. Sold at $96.93 to Belanger, Inc.

Town of Fort-Chambly, Que. — 5¼% and 5½% debentures, due Jan. 3, 1962-76, $30,000. Issued Dec. 5, 1960. Sold at $97.63 to Morgan, Ostiguy & Hudon Ltee and Canadian Bank of Commerce.

Parish of Ste. Martine, Que. — 5%, 5½% and 6% debentures, due Jan. 1, 1962-75 and Jan. 2, 1976, $73,500. Issued Dec. 5, 1960. Sold at $97.267 to Veillet, Langlois & Courtemanche, Inc.

Town of Tracy, Que. — 5½% and 6% debentures, due Dec. 1, 1961-75, $110,000. Issued Dec. 5, 1960. Sold at $97.39 to Banque Canadienne Nationale, Credit Quebec, Inc., Dominion Securities Corpn. and Gaston Laurent, Inc.

Town of Picton, Ont. — 5¾% debentures, due Dec. 15, 1961-70, $35,000. Issued Dec. 6, 1960. Sold at $98.91 to R. A. Daly & Co. Ltd., Harris & Partners Ltd. and Bank of Nova Scotia.

Township of South Grimsby, Ont. — 5¾% and 6% debentures, due Dec. 15, 1961-80, $85,000. Issued Dec. 6, 1960. Sold at $97.67 to J. L. Graham & Co. Ltd.

Roman Catholic Separate School, Town of Prescott, Ont. — 6½% debentures, due July 2, 1961-80, $90,000. Issued May 31, 1960. Bought privately by A. E. Ames & Co. Ltd. and Bank of Montreal.

Town of Chateauguay-Centre, Que. — 5% and 6% debentures, due Dec. 1, 1961-75, $453,000. Issued Nov. 28, 1960. Sold at $96.54 to Dominion Securities Corpn. Ltd., Banque Canadienne Nationale, Belanger, Inc and Florido Matteau & Fils.

Village of Normandin, Que. — 5½% and 6% debentures, due Dec. 1, 1961-70, $50,000. Issued Nov. 28, 1960. Sold at $97.25 to L. G. Beaubien & Cie, Ltee.

School Commission for Mun. of Town of Rimouski, Que. — 5½% and 6% debentures, due Dec. 1, 1961-75, $775,000. Issued Nov. 28, 1960. Sold at $97.89 to Banque Canadienne Nationale, Burns Bros. & Denton Ltd., Gairdner & Co. Ltd., La Maison Bienvenu, Ltee and Nesbitt, Thomson & Co. Ltd.

School Commission for Mun. of Ste-Clotilde, Que. — 5½% debentures, due Dec. 1, 1961-75, $34,000. Issued Nov. 28, 1960. Sold at $96.29 to Colomn Cliche & Cie, Ltd.

Village of Sault-au-Mouton, Que. — 5% and 6% debentures, due Dec. 1, 1961-70, $50,000. Issued Nov. 29, 1960. Sold at $95.00 to La Corporation de Prets de Quebec.

School Commission for Mun. of Town of Windsor, Que. — 5½% and 6% debentures, due Dec. 1, 1961-75, $514,500. Issued Nov. 29, 1960. Sold at $98.31 to Banque Canadienne Nationale, Belanger, Inc. and Credit Quebec, Inc.

CORPORATE SECURITIES

Cemp Edmonton Shopping Plaza Ltd. — 6½% 1st (closed) mtge. s.f. bonds, $3,600,000. Dated Dec. 5, 1960. Sold privately to Wood, Gundy & Co. Ltd.

Provincial Transport Realties, Inc. — 6½% and 7% serial and s. f. bonds, to mature Nov. 15, 1961-69 and 1975, $4,000,000. Dated Dec. 5, 1960. Offered at $100.00 by Credit Interprovincial Ltee, L. G. Beaubien & Cie Ltee, Rene T. Leclerc, Inc. and Geoffrion, Robert & Gelinas Inc.

Mussens Canada Limited — 6¾% sinking fund debentures, series "B," to mature Dec. 1, 1975, $1,000,000. Dated Dec. 1, 1960. Offered at $100.00 and accrued interest by Royal Securities Corpn. Ltd.

P. L. Robertson Manufacturing Co. Ltd. — 6¼% sinking fund debentures, series "B", to mature Dec. 1, 1980, $800,000. Dated Dec. 1, 1960. Price on application from Fry & Co. Ltd.

Price Earnings Ratio

RATIO OF MARKET VALUE TO EARNINGS OF THE 20 STOCKS COMPRISING THE TORONTO STOCK EXCHANGE INDUSTRIAL INDEX

EARNINGS PER SHARE	PRICE Dec. 16	RATIO Dec. 16	WEEK PREVIOUS	MONTH AGO	YEAR AGO
$54.03	$785.25	16.33	16.02	16.04	20.37

Average Yields

(COMPILED BY MOSS, LAWSON & CO.)

	DEC. 19 %	WEEK AGO %	MONTH PREVIOUS %	YEAR AGO %
114 Average Stock Yields	4.67	4.70	4.69	4.44
6 Banks	3.47	3.55	3.58	3.23
18 Preferred and "A" Stocks	5.13	5.15	5.12	5.12
64 Common Industrials	4.33	4.37	4.38	3.95
26 Mining	5.45	5.46	5.40	5.46

Advances and Declines

Week Ended	Toronto Ups	Toronto Downs	Toronto No Change	Montreal Ups	Montreal Downs	Montreal No Change
Nov. 11	335	323	164	121	86	154
Nov. 18	242	431	181	94	129	153
Nov. 25	269	398	197	95	133	141
Dec. 2	273	373	209	101	146	122
Dec. 9	314	353	195	93	111	160
Dec. 16	325	309	209	129	89	138

Volume of Stock Sales

	Montreal	Toronto	Calgary	Vancouver	N.Y.S.E.	American
Dec. 19	226,300	1,726,000	19,130	167,835	3,630,000	1,340,000
Dec. 16	217,200	1,690,000	14,825	110,900	3,770,000	1,130,000
Dec. 15	265,000	1,570,000	12,541	68,030	3,660,000	1,250,000
Dec. 14	220,500	1,528,000	22,294	103,059	3,880,000	1,280,000
Dec. 13	258,600	1,491,000	16,355	101,563	3,500,000	1,180,000

Significant Investors' Index Numbers

No of Securities	Mach and equip 10	Pulp and paper 10	Milling 4	Oils 4	Textiles and clothing 7	Food and allied prod 13	Beverages 8	Bldg mater 14	Total Industrials 72	Banks 7	Total Utilities 14	Total co's 93
1935 to date:												
High	947.5	1238.1	252.0	285.5	410.5	304.8	724.4	590.5	315.9	399.1	218.9	297.8
Low	68.5	51.6	59.7	40.9	77.7	72.4	79.3	68.7	56.1	68.4	64.5	60.6
1960 Monthly Figures:												
Jan.	741.9	1156.8	204.2	180.2	203.2	224.5	656.0	518.0	267.6	332.8	191.0	259.2
Feb.	713.0	[illegible]	194.0	173.8	197.2	216.8	634.6	488.7	257.9	316.3	186.8	249.9
Mar	671.4	1058.1	181.5	170.8	190.0	215.8	611.0	462.2	249.3	305.8	184.5	242.3
Apr	682.2	1101.4	181.8	173.2	189.1	230.0	625.6	469.2	256.7	309.1	188.2	248.8
May	699.2	1124.7	184.8	168.0	90.9	224.5	632.5	466.7	257.4	308.8	188.1	249.2
June	685.7	1156.6	190.6	165.4	189.5	228.0	643.3	455.8	258.3	317.7	190.6	251.0
July	636.7	1111.7	182.5	161.9	183.6	233.6	638.9	423.2	249.8	311.5	187.3	243.6
Aug.	651.2	1124.7	189.8	172.0	180.0	239.3	641.7	424.4	255.3	322.9	191.6	249.3
Sept.	645.6	1127.2	200.0	175.5	180.7	245.4	646.7	425.2	254.2	329.3	191.7	248.9
Oct.	634.9	1083.3	201.0	169.8	171.6	245.4	634.4	416.0	246.5	318.6	187.8	241.7
1960 Weekly Figures:												
Nov. 3	630.6	1080.1	211.3	176.4	176.9	247.9	656.5	414.5	251.8	321.9	186.8	245.7
Nov. 10	644.2	1088.4	213.4	183.0	179.8	248.7	679.1	422.3	259.7	333.7	189.5	253.0
Nov. 17	649.2	1097.0	210.8	181.8	183.6	249.3	682.7	417.4	259.8	332.3	189.2	253.0
Nov. 24	645.9	1106.5	208.1	182.5	183.8	249.4	678.6	415.2	260.7	326.0	187.3	252.8
Dec. 1	654.1	1105.9	208.2	176.7	180.6	251.4	688.5	404.5	260.6	327.6	189.7	253.3
Dec. 8	672.3	1103.2	209.0	177.5	180.4	253.5	704.7	411.8	263.8	333.4	191.0	256.4
Dec. 15	688.3	1115.5	209.7	180.2	182.9	260.4	698.2	419.9	267.3	338.2	192.2	259.6

*High and low for year from 1935 to date inclusive are based on weekly figures used by the Dominion Bureau of Statistics.

TORONTO STOCK EXCHANGE INDEX

	20 Indust.	20 Golds	15 B.M.	15 W.O.
Dec. 19	511.44	88.10	158.72	79.38
Dec. 16	510.94	88.03	158.84	78.96
Dec. 15	509.46	87.27	157.18	78.78
Dec. 14	509.25	87.87	157.63	79.09
Dec. 13	508.00	87.45	157.83	79.02
Month Ago	498.44	87.85	156.81	81.16
Year Ago	531.27	87.23	168.87	99.99
1960 High	533.85	96.80	176.74	106.78
1960 Low	471.44	74.88	148.54	77.78

MONTREAL STOCK EXCHANGE INDEX

	10 Util.	20 Indust.	30 Com.	10 Pprs.	15 Golds
Dec. 19	141.6	268.5	226.2	423.3	70.58
Dec. 16	141.7	269.6	227.0	421.7	71.62
Dec. 15	142.4	269.3	227.0	420.5	71.31
Dec. 14	141.5	268.6	226.3	417.6	71.48
Dec. 13	141.0	268.7	226.1	418.6	72.19
Mon. Ago	137.9	265.6	223.0	420.6	73.97
Year Ago	145.9	319.7	261.8	457.6	81.71
1960 High	145.1	320.1	261.7	466.7	85.34
1960 Low	135.1	258.5	218.5	405.0	66.66

DOW-JONES CLOSING STOCK AVERAGES

	30 Indust.	20 Rails	15 Util.	65 Stocks
Dec. 19	615.56	128.36	98.19	204.21
Dec. 16	617.78	127.86	98.22	204.50
Dec. 15	610.76	126.88	97.64	202.58
Dec. 14	612.68	127.10	97.49	202.94
Dec. 13	611.72	126.74	97.65	202.73
Month Ago	604.54	129.34	94.81	200.74
Year Ago	675.92	154.61	87.04	218.66
1960 High	685.47	160.43	98.22	222.62
1960 Low	566.05	123.37	85.02	189.84

Directory of

Chartered Life Underwriters

ESTATES PENSIONS FAMILY INCOMES

J. Roger Flumerfelt
B. Comm., C.L.U.
Estate Analysis — Business Insurance
200 St. James St., W. Montreal AV. 8-1188
London Life Ins. Co.

SAMUEL LITWIN, C.L.U.
Estate and Business Insurance Analyst
Sun Life of Canada
Sun Life Building MONTREAL UN. 6-6411

REG C. ELLIS, C.L.U.
Specializing in Term Insurance Plans
OCCIDENTAL LIFE INSURANCE COMPANY OF CALIFORNIA
4 Glengannon Dr. TORONTO 16 PL 9-7304

Government Bonds

Dec. 20, 1960 (Supplied by Investment Dealers' Assoc. of Canada)

%	Due	Bid	Asked
Govt. of Canada Bonds:			
3	Perpetual	67	69½
2¾	June 1967/68	86¾	88¾
3¾	Jan. 1975/78	81¼	83¼
3¾	Mar. 1996/98	75½	78
3	May 1961	99½	100
3½	May 1970	88¾	90¾
3¼	Oct. 1979	76	78
3	Dec. 1961	99	99½
3¾	Sept. 1965	94½	96½
4½	Sept. 1972	91½	93½
4½	Sept. 1983	88½	90½
4	Jan. 1963	99½	99¾
5½	Oct. 1962	102½	103½
3¼	June 1974/76	78½	80½
5½	Apr. 1963	102¾	103½
5½	Apr. 1969	102½	104½
5½	Oct. 1975	99½	101½
4¼	Dec. 1962	99¾	100½
Cdn. Nat. Railways:			
3	Jan. 1961/66	91	92¾
2¾	Feb. 1961/63	97	97¾
2¾	Jan. 1964/67	88½	90½
3¾	Feb. 1972/74	86½	88½
4	Feb. 1981	82½	84½
5½	Dec. 1964	102¼	104
5¾	Jan. 1985	102½	104½
4½	Apr. 1967	97	99
5	Oct. 1987	93½	95½

%	Due	Bid	Asked
Int. Bank of Reconstruct. & Development			
3¼	Apr. 1965	90½	93½
3½	June 1969	86½	89½
C'wealth of Australia:			
4	Nov. 1970	88	90½
Prov. Govt. Bonds			
Alberta Tel. Gtd.:			
4½	July 1976/78	87	89
British Columbia:			
3	June 1964	92	94½
Pac. Gt. East. Rly. Gtd.:			
4¾	Dec. 1987	86½	88½
Ontario Hydro:			
4½	Nov. 1964/67	94	96
5	Apr. 1974/77	94	96
5½	July 1978/80	98½	100½
5½	July 1970	99½	101½
3	Apr. 1978	83¾	85¾
6	Nov. 1977/79	..	...
Quebec:			
4¾	Jan. 1974/77	91	93

%	Due	Bid	Asked
New Brunswick:			
4½	Oct. 1968/71	88	91
5	Oct. 1974/77	92	95
Ontario:			
4½	Dec. 1962/63	97½	99½
3	Nov. 1963/65	90½	92½
5	Jan. 1977/79	93¾	95¾
5½	May 1970	101	103
5½	May 1978/80	98½	100½
Man. Hydro:			
5½	Sep. 1979/81	94	96½
Manitoba:			
5½	June 1976/79	97	99
Nova Scotia:			
4¾	Dec. 1975/77	90	93
5½	July 1978/80	96½	98½
5	Sept. 1978/80	92½	94½
Quebec Hydro Commission:			
5½	June 1979/82	97½	99½
Saskatchewan:			
4½	Nov. 1974/76	88½	90½
5½	July 1978/80	97	99
Newfoundland:			
4¾	July 1962/64	96	98
5½	Oct. 1980	93	96

ANNOUNCEMENT

SUN LIFE APPOINTMENTS

G. M. BOURKE

W. J. McCARTHY

Sun Life Assurance Company of Canada announces the appointments of G. M. Bourke and W. J. McCarthy as Associate Treasurers of the Company. Both have been connected with the investment operations of the Sun Life for a number of years and were formerly Assistant Treasurers. Mr. Bourke is a director of the Cornwall Street Railway, Light and Power Company. Mr. McCarthy is vice president, Montreal Institute of Investment Analysts.

The 1961

LINCOLN CONTINENTAL

So brilliantly engineered, so carefully built it is dealer-warranted for two full years or 24,000 miles, whichever occurs first

The Lincoln Continental is built with a master's touch to the highest standards of quality. Precision engineering combines with meticulous luxury to make it possible for your dealer to warrant this car for two full years or 24,000 miles. Here is classic beauty in a smart new size . . . a full six-passenger luxury automobile offering responsiveness and driving satisfaction unmatched in any other car. For comfort and convenience, exclusive center-opening doors make entrance easy. All doors safety-lock with a touch. And your extreme comfort is assured with seats that are cushioned in nearly three times the amount of foam rubber used in other luxury automobiles. Unexcelled in every way and capable of performance far in excess of actual requirements. The 1961 Lincoln Continental.

Lincoln Continental four-door sedan. Four-door convertible also available.

This remarkable car is on display now at your Lincoln Continental dealership.

THE WEEK'S QUOTATIONS

Quotations here listed are the official exchange prices for listed stocks including curb market quotations. For unlisted stocks, quotations by unlisted dealers are given. The Financial Post cannot accept any responsibility for these quotations.

Montreal and Toronto Winnipeg, Calgary and Vancouver

Bid and Ask quotes of Toronto and Montreal exchanges up to press time are published on page 17

Industrial Stocks

WEEK ENDING DECEMBER 16, 1960

Range 1960 High	Low	Div. R'te $	Y'ld Dec16 %	Company	Sales	Last Dec. 9	Week end. Dec. 16 High	Low	Close or Latest
41¾	35	1.70	4.4	Abitibi	12130	37⅞	38¾	37½	38½
25	21¼	1.12½	4.7	Do. 4½% pref.	75	23¾	23¾	23½	23¾
15	9½	.60	4.2	Acadia Atlan.	2500	14	14⅜	13¾	14⅜
96	85	5.00	5.5	Do. 5% pref.	60	91½	91¼	91¼	91¼
20⅛	17¾	1.20	6.2	Do. (A)	200	19⅛	19⅜	19⅛	19⅜
				Admiral	nil	..	B10⅞	A11¼	..
21	17½	.70	3.7	Agnew Surp.	640	18½	19	18⅝	19
2.00	2.00	..	..	Alaska Y. Pipe.	nil	..	..	A2.00	2.00
.75	70	..	..	Alaska Refin.	nil	..	..	..	.75
6½	3½	..	..	Do. pref.	nil	..	..	A6	3½
2.90	1.80	..	..	Albt. Dist.	1995	1.90	1.95	1.85	1.85
2.50	1.50	..	..	Do. V.T.	1050	1.55	1.60	†1.45	†1.45
1.20	50	..	..	Do. S. Pur. W.	3400	.52	.55	.50	.55
28¼	16½	..	..	Albt. Gas Tr.	11675	24	24¼	24	24¼
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Range 1960 High	Low	Div. R'te $	Y'ld Dec16 %	Company	Sales	Last Dec. 9	Week end. Dec. 16 High	Low	Close or Latest
1.20	1.00	..	..	Canarama	nil	..	B1.00	..	1.00
2.25	2.25	..	..	Do. Pref.	nil	..	B2.00	..	2.25
..	..	..	..	Do. Warr.	nil	..	..	..	.50
1.40	1.30	..	..	Cantexas A	nil	..	B1.30	A1.55	1.30
10⅝	8⅞	▲.52	..	Capital Estates	100	8⅞	9	9	9
1.00	.80	..	..	Carling Br. Alta.	nil	..	B.80	A.90	.80
1.00	1.00			Do. V.T.	nil	..	..	..	1.00
12¾	12	.60+*▲▲.30		J. B. Carter A	nil	..	B12¾	..	12¾
55	47¼	*2.00		Do. (B)	nil	..	B50	..	47¼
41	38	.50+*1.00		Catelli Food A	nil	..	B40	A40½	39⅛
85¼	60½	2.00	2.3	Chart Trust	nil	..	B85¼	..	85¼
24	22⅛	1.00	4.3	Chateau-Gai	nil	..	B22½	A22¾	23
58	37½	▲1.00+*.50		Chrysler Corp.	110	39½	40	39¼	40
3.00	3.00	*.15	..	Cinzano A	nil	..	B2.00	..	3.00
1.65	1.65	5½%	..	Do. 5½% Pref.	nil	..	B2.00	..	1.65
7	4¼	..	..	Circle Bar Knit	nil	..	B6	..	7
7	5½		..	Do. (A)	nil	..	B6	..	†7¼
20	18½	§▪	..	Cochrane-Dun	nil	..	B18	..	19
16½	15⅝	.80	4.8	Do. (A)	nil	..	B15¼	A16⅜	16½
25¼	12⅛	..	..	Cockshutt Farms	492	14½	14½	13⅞	13⅞
5.25	2.00	..	..	B. J. Coghlin	300	2.10	2.50	2.25	2.25
4.50	2.25	..	..	Cold Lake Pipe	3125	2.75	2.70	2.40	2.50
†14¼	†13½	*1.00	..	Coll. Terminal	nil	..	B14	A18	†14¼
15	13½	*1.00		Do. Pref.	nil	..	B13	A15	15
4.90	3.70	..	..	Columbia Cell.	1520	3.95	4.05	3.90	3.90
11	7½	.60	6.6	Comb. Enter.	1330	9	10	9	9⅛
13⅞	11¼	.80+*.20		Conduits Nat.	165	11¼	11¾	11½	11½
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

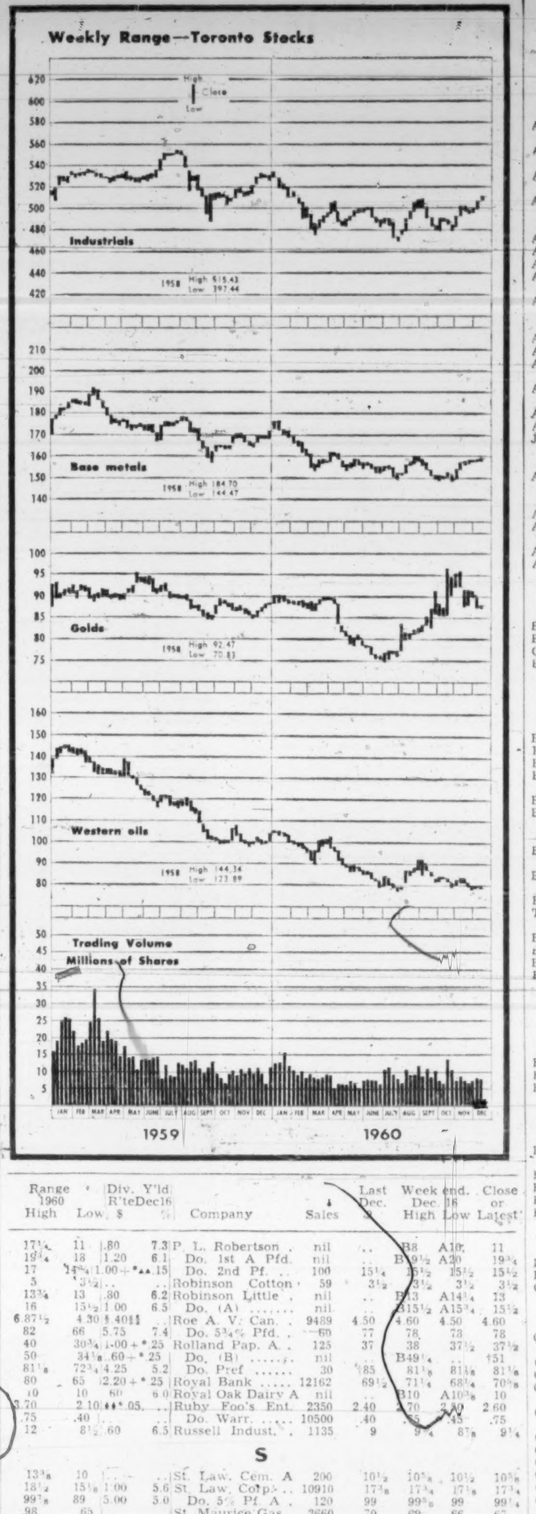
H

Range 1960 High	Low	Div. R'te $	Y'ld Dec16 %	Company	Sales	Last Dec. 9	Week end. Dec. 16 High	Low	Close or Latest
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
†9	†7½	*.75		Hubbard Felt	nil	..	..	..	†9
21	19⅝	1.50	7.1	Do. (A)	nil	..	..	..	21
11½	10¼	.80	7.8	Hughes-Owen A	nil	..	B10¼	A11	10¼
		*.30		Do. (B)	nil	..	..	A11	14
25½	25½	1.60	6.9	Do. Pfd.	nil	..	B23½	A27	†23¼
62	48	†1.90	3.1	Huron-Erie	25	62	†62⅛	62	†62⅛

I

Range 1960 High	Low	Div. R'te $	Y'ld Dec16 %	Company	Sales	Last Dec. 9	Week end. Dec. 16 High	Low	Close or Latest
64⅞	52	1.80+‡.35		Imperial Bk.	1399	64	64⅞	64	64
37	30	1.50+*.10		Imperial Flo-Glaze	10	33	35	35	35
11	8	.50	4.7	Imp. Invest A	3833	10¾	11	10⅝	10¾
21	19	1.25	6.3	Do. 6¼% Pref.	nil	..	B19½	A20	20
24¼	20	1.40	6.1	Do. $1.40 Ser. P.	180	23	23¼	23	23
20⅝	19¼	1.25	6.3	Do. $1.25 Pref.	150	19¾	19⅞	19¾	19¾

Where there have been no transactions during the week covered, the word "nil" is shown under sales and the quotations shown are the bid, ask, and last sale price, instead of high, low, and close



(Continued on Page 19)

Dividends Declared

	This pay-ment $	Date payable	*Date of record
Abitibi Pwr. & Pap.	.42½	Jan. 1	Dec. 1
Do pf	.28½	Jan. 1	Dec. 1
Acadia At-Sug.	.15	Jan. 3	Dec. 9
Do cl A pf	.30	Jan. 3	Dec. 9
Administration & Tr.	1.50+‡1.00	Jan. 3	Dec. 23
Algoma Cent. & H. B. Rlwy.	.25	Mar. 1	Feb. 15
Do 6% pf	.75	Mar. 1	Feb. 15
Algoma Steel	.30	Dec. 31	Nov. 25
Aluminium Ltd.	†‡.10	Dec. 30	Nov. 25
Am. Growth Fd.	.04	Dec. 31	Dec. 6
Angl. Am. Expl.	§stk. div.	Feb. 1	Dec. 31
Anglo Cdn. Pulp & Pap.	.50	Jan. 6	Dec. 15
Do pf	.70	Jan. 20	Dec. 30
Anglo-Huronian	.25	Jan. 25	Dec. 21
Anglo Nfld. Dev.	.07½	Jan. 6	Dec. 9
Anthes Imp. A	.36	Jan. 16	Jan. 3
Do B	.007+‡‡stk. div.	Jan. 16	Jan. 3
Argus Corp.	.30	Mar. 1	Jan. 20
Do pf	.62½	Feb. 1	Jan. 20
Aro Equip.	†.25	Jan. 16	Dec. 31
Asbestos Corp.	.30+‡.20	Dec. 30	Dec. 5
J. H. Ashdown Hdwe. A	.15	Jan. 1	Dec. 10
Do B	.18	Jan. 1	Dec. 10
Ash Temple	‡.20	Jan. 1	Dec. 16
Do 6% cl. A pf	1.50	Jan. 1	Dec. 16
Do 6½% cl. B pf	.16½	Jan. 1	Dec. 16
Atlas Steels	.25+‡.25	Feb. 1	Jan. 3
At. Wholesalers pf A & B	.25	Jan. 2	Dec. 15
Auto Fabrics A	.15	Jan. 3	Dec. 20
Avalon Tel.	.10	Dec. 31	Dec. 1
Do 7% pf	.43¾	Dec. 31	Dec. 1
Do 6% pf	.37½	Dec. 31	Dec. 1
[illegible]	[illegible]	[illegible]	[illegible]

(Continued on Page 19)

Mining Stocks

WEEK ENDED DECEMBER 16, 1960

Range 1960 High	Low	Company & Dividend ($)	Sales	Last Dec. 9	Week Ending Dec. 16 High	Low	Close or latest
.40	.09½	Abacus	13949	.10	.10½	.09½	.10½
.11½	.05	Acadia Ur.	700	.06	.05½	.05½	.05½
.06½	.03	Ad Astra	nil	...	B.02½	A.04	.03
4.00	2.60	Advocate	3150	2.80	2.95	2.85	2.90
.13	.10	Agassiz	500	.10	.10	.10	.10
.78	.48	Agnico *.06	45524	.59	.61	.57	.58
.55	.34	Akaitcho	4930	.45	.44	.41½	.43
.07½	.03½	Alba	5000	.04½	.05	.04	.04
.20	.03½	Alscope	5600	.04	.05	.04	.05
.26	.16	Amal. Lard.	6500	.16	.17	.16	.16
.11	.05	Amal R.M.	11387	.05	.07	.05	.05½

Range 1960 High	Low	Company & Dividend ($)	Sales	Last Dec. 9	Week Ending Dec. 16 High	Low	Close or latest
3.25	2.31	Howey Cons.	1200	2.47	2.50	2.35	2.50
51.75	43.00	Hud Bay 3.00	3831	45.00	45.75	45.00	45.37½
.12	.06½	Hugh-Pam	800	.08	.08	.08	.08
.42	.24	Hydra Ex.	7701	.26	.27	.26	.27
I, J, K, L							
.50	.25	Inspiration	7100	.30½	.31½	.30½	.31
.30	.08½	Int. Ceramic	6400	.09	.08½	.08½	.08½
.13½	.04	Int Molybd'm	15100	.04	.05	.04	.04½
57.50	46.75	Int Nickel ‡‡*1.15	25534	55.50	57.50	55.00	57.12½
1.75	.63	Irish Cop.	19440	.67	.72	.65	.67
3.20	1.45	Iron Bay	1100	1.70	1.80	1.77	1.77
.62	.30	Iso M.	25900	.51	.50	.47	.48
.67	.22	Jack Waite	31950	.26	.28	.24	.24
1.40	.76	Jacobus	9325	.84	.84	.78	.81

Dividends Declared

(CONTINUED FROM PAGE 18)

	This payment $	Date payable	*Date of record
Gt. Br. & Can. Inv. Corp.	14.00	Dec. 30	Dec. 9
Gt. Lakes Pap.	40	Jan 16	Dec. 31
Do B	.30	Dec. 31	Dec. 15
Gt. Lakes Pwr. pf	.31¼	Dec. 30	Dec. 1
Gt West Garm. pf	.15	Dec. 31	Dec. 15
Gt West Life	1.25	Jan. 1	Dec. 16
Greyhound Lines of Can	.18¾	Dec. 31	Nov. 30
Grouped Inc. Shs.	‡‡.05	Dec. 31	Dec. 15
Growers' Wine A	.10	Jan. 31	Jan. 16
Do A	.10	Apr. 29	Apr. 15

	This payment $	Date payable	*Date of record
N. Slater pf	.53	Jan. 13	Dec. 23
Sobey's Stores A	.10	Jan. 14	Jan. 2
Do B	.10	Jan. 14	Jan. 2
Soc. de Prets et Place	1.25	Jan. 2	Dec. 28
Societe Nat. de Fid.	.50	Dec. 31	Dec. 12
Somerville pf	.70	Jan. 1	Dec. 15
So. Am Gold	†.15	Dec 30	Dec. 15
Southam Co	.20	Dec 28	Dec. 14
So. Can. Pwr.	.62½	Feb 15	Jan. 20
Do 6% pf	1.50	Jan 16	Dec. 20
Stafford Foods	.10	Dec. 31	Dec. 9
Royalite Oil pf	.328125	Jan. 1	Dec. 9
Ruby Foo's Enterp.	■.05	Dec 30	Dec. 15
Russell Ind.	.15	Dec 30	Dec. 16
St. Lawr. Corp.	.25	Feb 1	Jan. 3
Do 5% pf	1.25	Jan.	Dec. 23
St. Lawrence Cred. pf A	.15	Jan. 15	Dec. 31
Sangamo Ltd.	.15	Dec 21	Dec. 19
Scarfe & Co. A	.20	Feb. 1	Jan. 15
Scot Misen. Steam.	.40	Dec. 30	Dec. 23
Shaw W & P. 4% pf ser. A	50	Jan. 2	Dec. 2
Do 4½% pf ser. B	56¼	Jan 2	Dec 2
Do com	.20	Feb. 24	Jan. 13
Do A	.33½	Feb. 15	Jan. 19
Sheep Creek M.	.05	Jan. 15	Dec. 30
Sheraton Corp. of Am.	†.15	Feb. 1	Dec. 30
Sherwin-Will'ms pf	1.75	Jan. 3	Dec. 9
Do com	.25	Feb. 1	Jan. 10
Sicks' Brew.	.30	Dec. 27	Dec. 7
Sigma Mines	.07½	Jan. 27	Dec. 28
Silverwood Dair. A	.15	Jan. 2	Nov 30
Do B	.15	Jan. 2	Nov 30
T. S. Simms A	.30	Jan. 2	Dec. 15

●●—3 shs. of 3% non cum. red 2nd pf. stk. (.25 par) for ea. cl. A or B sh. held.

††—6, 2nd pf. shs. (.05c par), red. immed.

§—Stk. divd. of 4 non-assess. redeem. pf. shs. (.20c par), red. immed.

**—On arrears.

Range 1960 High	Low	Company	Sales	Last Dec. 9	Week Ending Dec. 16 High	Low	Close or latest
1.50	1.00	Commoil	nil	...	B1.30	...	1.35
2.65	1.65	Common P.	600	1.75	1.75	1.65	1.65
.45	.12½	Cons. Dragon	1000	.14	.14	.13½	.14
.45	.30	C. East C.	12000	.31	.31	.30	.31
3.20	1.50	C. Mic Mac	6118	1.80	1.85	1.80	1.80
3.95	2.55	C. W. Pet.*.05	1500	2.75	2.75	2.55	2.60
1.39	.40	Crusade	6700	1.18	1.20	1.15	1.15
D, E, F							
.22	.13	Dalhousie	2000	.14	.14	.13½	.14
1.04	.40	Dev. Palmer	8750	.41	.43	.40	.43

.06	.02	Y'ke Can.	22500	.02½	.03	.02	.03

▲U. S. funds. ▲▲Initial. †Less than board lot. ♦When shown nil the figures are bid, asked and latest sale. *Paid or declared in 1960. §Paid in 1959. ‡Extra paid in 1959, shown for record purposes only, does not necessarily apply to 1960 dividend rate or payments. ●After partial assets distribution. †Dividend action deferred. ■Stock dividend. ††Dividend deferred. §§Capital distribution. ‡‡Following stock split. ♦Denotes a financing agreement has been filed with the T.S.E. and a filing statement is available to the public on request. ♦♦Paid or declared after stk. split.

Company Meetings

Date	Company	Place
Dec. 22	Cinzano Ltd.	Montreal
Dec. 23	Spooner Mines & Oils	Toronto
Dec. 28	New Davies Pet.	Toronto
Dec. 28	Zulapa Mining Corp.	Toronto
Dec. 30	Amer. Leduc Pet.	Edmonton
Dec. 30	Coronation Mortgage Co.	Vancouver
Dec. 30	Fatima Mining	Toronto
Jan. 4	Calalta Pet Ltd.	Calgary
Jan. 4	Phillips Oil Co.	Calgary
Jan. 10	Amurex Oil	Calgary
Jan. 10	Banque Cdn. Nat.	Montreal
Jan. 12	Dover Industries	Hamilton
Jan. 12	Royal Bank of Can.	Montreal
Jan. 17	Western Can. Breweries	Vancouver
Jan. 18	Laura Secord Candy	Toronto
Jan. 23	Harding Carpets	Brantford

New Highs and Lows

In the week ended Dec. 17, 34 new highs and 23 new lows were recorded by general stocks listed on Canadian stock exchanges. In the mining group there were seven new highs and 30 new lows. Western oils had no new highs, 23 new lows.

GENERAL

NEW HIGHS — 1960

Anthes Imp. 5½% 'B', Cdn. Breweries, Cdn. Celanese, Cdn. Salt, Cdn. Util. 4¼% pf., Coronation Mtge., Distill. Seagram, Dom. Stores, C. E. Frosst 'A', Guaranty Trust, Imperial Bk., Imperial Tob., Indust. Accept., Do. warr., Inland Cem. pf., Int. Nickel, Loblaw Co. 'B', Loblaw Co. pref., Nat. Grocers pfd., National Tr., North Tele., Do. warr., Que. Telephone, Do. warr., Rolland Pap. pfd., Salada Shir. Hor., Scythes & Co., Sup. Pete pfd., Tor. Dom. Bank, Tor. Gen. Tr., Union Accept. 2nd pfd., Weston, G. 'A', Do. 'B', Do. 'A' warr.

NEW LOWS — 1960

Algoma Cent., Analogue, Do. warr., Anthes Imp. 'A', Auto Electric, Brockville Ch. P., Cdn. Br. Al. 'A', Cdn. Drawn Stl. pref., Cdn. Gas & E., Cdn. Ind. Gas, Cdn. Oil 8% pref., Corbys Vot., Dom. Glass, Fam. Players, Gt. North Gas 'B' warr., Horne & Pitfield, Mackin Steel, Montreal Locom., Que. Nat. Gas units, Tip Top Tailors, United Principal, Viceroy 'B', Westeel

MINING

NEW HIGHS — 1960

Coniagas, Coniaurum, Falconbridge, Faraday, Geco, Int. Nickel, Ventures

NEW LOWS — 1960

Abacus, Amer. Neph., Arno, Beaver Lodge, Condure, Cdn. Mal., Cent. Patricia, Cons. Callinan, Cons. Cent. Cadillac, Cons. Nicholson, D'Aragon, Granby, Harrison Min., Marbey, Massval, N. Falen, New Delhi, New Formaque, N.W. Amulet, Normetal, North Am. R.M., Nova Beaucage, Oka, Opemiska, Preston, Que. Lithium, Tribag, Ultra Shawkey, Yale Lead, Yukon Cons.

OILS

NEW LOWS — 1960

Alminex, Anaconda, Blue Crown, Con. Oil Lands, Do. warr., Commonwealth, Cons. East Crest, Conwest Pet., Devon Palmer, Dom. Leaseholds, Golden Saturn, Gridoil, Long Island, Mill City, Nat. Pet., New Davies, North Cdn., Do. warr., Oregon, Peace River, Rocky Pet., Spooner, Westburne

Industrial Stocks

(CONTINUED FROM PAGE 18)

Range 1960 High	Low	Div. R'te $	Y'ld Dec16 %	Company	Sales	Last Dec. 9	Week end. Dec. 16 High	Low	Close or Latest
40	33¼	1.40+*.35		Walker-Good	17034	39¾	39⅞	38½	39⅛
6.00	3.50	§.10	..	Waterous Eqpt.	nil	..	B3.50	A3.75	3.75
3.50	2.50	*■	..	Webb & Knapp	3049	2.90	2.90	2.85	2.90
		*4.00	..	Wellington Fire	nil	..	B67	..	70
†.25	†.25	..	..	Wesley Mason Pf.	10	†.25	†.50	†.50	†.50
17⅞	9¾	*.70	..	Westeel	1430	10	10	9¾	9⅞
33	32½	1.20	3.7	West. Can. Brew	1245	32½	32½	32½	32½
8	6⅛	.30	4.0	West. Can. Steel	2640	7¼	7½	7	7½
3.60	1.20	..	..	West Copper	200	†1.20	1.25	1.25	1.25
1.35	.26	..	..	Do. Warr.	200	†.25	.30	.30	.30
38½	32	2.00	5.7	West Grocers A	30	35	35	34⅞	34⅞
28½	24⅞	1.40	5.0	Do. Pref.	50	26	28	28	28
130	130	7.00	6.1	West Koot. Pref.	nil	..	..	..	†115
16¼	9	*.60	.	West Plywood B	625	10⅝	10½	10¼	10½
38¼	31¼	.70+*.10		Westminster P.	100	35	35	35	35
39⅞	29	.70	1.8	Weston G. A	3435	38	39⅜	38	39¼
41⅞	28½	.70	1.7	Do. (B)	3300	39¾	41⅜	49¾	41¼
92	82	4.50	5.0	Do. 4½% Pref.	175	90	90½	90	90¼
16½	10	..	..	Do. A Warr.	5385	16¼	16½	16	16½
107	100	6.00	5.7	Do. 6% Pref.	90	106	106	106	106
33	25⅞	2.80	20.0	White Hard Pfd.	nil	..	B14	A18	†14
7⅝	5½	*.20	..	White Pass Yukon	nil	..	B5½	A5¾	5⅝
†43	†43	*2.00	..	Willson Stat.	nil	..	B43	..	†43
28	26	§●	..	Windsor Hotel	nil	..	B25	A25	†25
590	510	..	..	Wpg. Win. Club	nil	..	..	..	510
5.00	4.25	.30	6.1	Wood Alex	60	4.95	4.95	4.75	4.95
†94	†92⅞	5.50	5.9	Wood, G.H.25½% pf.	nil	..	B94	..	†94
29	22	1.60	7.1	Wood J. A	350	23½	23	22⅝	22⅝
85	81	4.50	5.7	Do. Pref.	nil	..	B74	..	†79
†.50	†.50	..	..	Woodford A	40	.50	†.50	†.50	†.50
†.10	†.10	..	..	Do. (B)	20	.10	†.10	†.10	†.10
37	35	*●		Woods Mfg.	nil	..	..	A35	35
19⅞	14	.40	2.6	Woodward A	6420	14¾	15¼	14¼	15¼
8.25	3.70	..	..	Do. Warr.	2100	4.25	4.30	4.00	4.30
11	8½	.60	6.9	Wool Combing	nil	..	B9½	A12	8¾
2.75	1.00			York Knitting A	nil	..	B1.30	A1.80	†.75
.27	.15		..	Do. (B)	nil	..	B.17	A.50	†.12
37	31½	1.40	4.0	Zellers	280	35	35¼	35	35
47	41½	2.25	4.9	Do. 4½% Pref.	45	45½	45⅝	45½	45⅝
3.00	2.00	.16	7.4	Zenith	2380	2.10	2.15	2.10	2.15

▲U S funds ▲▲Participating divd §§Dividend action deferred ■Stock divd ♦♦Initial †Less than board lot. ♦Note: When sales show nil the figures are bid, ask and latest sale ‡Extra paid in 1959, shown for record purposes only, does not necessarily apply to 1960 dividend rate of payments. ●●On arrears. ♦Paid on arrears. ††Paid or declared after stock split §Paid in 1959. *Paid or declared in 1960. ‡‡Includes participating dividend. ▲▲On redemption ♦Denotes a financing agreement has been filed with the T.S.E. and a filing statement is available to the public on request.

Bond Redemptions

Bonds Issues:	Rate	Year	Call	Price
*Northspan Uranium Mines Ltd., Gen. Mtge. Bds., ser. A	5¾%	'63	Jan. 1	▲$102.50
*Northspan Uranium Mines Ltd., Gen. Mtge. Bds., ser. B	5¾%	'63	Jan. 1	$102.50

*—All outstanding.

▲—U. S. funds.

Worth Noting

Financing agreements and changes in financing deals, major changes in capital filing statements are listed as reported by the Toronto and Montreal exchanges, Ontario Securities Commission

ANSIL MINES underwriting 200,000 shares at 10c per share and 100,000 shares at 12½c. Also options on three lots of 200,000 shares each at 15c, 20c and 25c respectively, and on 100,000 shares at 30c.

BIDCOP MINES shares no longer in primary distribution.

CAMPBELL CHIBOUGAMAU MINES issuing further 304,892 shares at $4 on exercise of purchase warrants. Remaining 100 share warrants cancelled after Dec. 1. Issued capital now 3,857,147 shares

CANADIAN DYNO MINES exercising option to buy one million shares **Lorado Uranium Mines** in part by taking up 635,600 shares for $381,360. Rights to purchase remaining shares for $218,640 to Dec. 30/60.

COWICHAN COPPER to issue 500,000 shares to acquire effective control of: **Nadira Mines**, 450,000 shares (3:1); **Avallin Mines**, 500,000 shares (4:1); **Caycuse Copper**, 500,000 shares (5:1) **Cellardor Mines**, 500,000 shares (4:1).

MARBOY MINES underwriting option on second block of 100,000 **McMarmac Red Lake Gold Mines** shares at 28c not exercised and agreement cancelled. Underwriter taken down and paid for one-half Dec. 20 instalment covering 50,000 shares at 25c.

MURRAY MINING listing additional one million shares for total listing of six million shares at $1 par.

NOVA BEAUCAGE MINES advises **Consolidated Mining & Smelting** does not intend to exercise option on 4,800 shares at 90c and agreement terminated.

SILVER-MILLER MINES increasing capital from $5 million to $6 million by creation of one million shares, $1 par.

ESCROWED STOCK, recently released, includes: **ALDOR EXPLORATION & DEVELOPMENT**, 101,600 shares; **CONSOLIDATED CALLINAN FLIN FLON MINES**, 45,000 shares; **ELK LAKE MINES**, 106,360 shares; **HUDSON-UNGAVA NICKEL MINES**, all shares in order to cancel charter; **JOMAC MINES**, 15,300 shares; **MILE 18 MINES**, 49,630 shares; **NORSCO MINES**, 10,180 shares; **NOVA BEAUCAGE MINES**, 48,400 shares; **ORMSBY MINES**, all escrowed shares; **REVERE MINING**, 145,460 shares; **SICO MINING**, 212,500 shares; **SPOONER MINES & OILS**, 70,000 shares, also 180,000 shares and 90,000 shares Feb. 15/61.

RUBBERMAID (CANADA)

Rubbermaid (Canada) Ltd., Cooksville, producer of rubber, wire and plastics housewares, completed its building expansion and provided important increases in sales and profits for year to Sept. 30/60 for parent **Rubbermaid Inc.**, Wooster, Ohio. Cooksville plant expansion (costing $165,000) almost doubled floor space. Purchases in Canada totaled $625,000. Cooksville plant annual payroll is $400,000.

Government and Corporation Bonds

Government of Canada, Provincial, Municipal and Corporation Bonds now range in yield from 4% to over 6% — higher yields than available for many years. List on request — enquiries invited.

KIPPEN & COMPANY INC.
Established 1922

Members

Montreal Stock Exchange *Canadian Stock Exchange*

The Investment Dealers' Association of Canada

607 St. James St. W. MONTREAL Telephone: UN. 6-2468

DIVIDEND NOTICES

THE CANADIAN BANK OF COMMERCE

Dividend No. 296 and Extra

NOTICE is hereby given that a dividend for the quarter ending January 31, 1961 of forty-five cents per fully-paid share on the outstanding Capital Stock of this Bank and an extra dividend of twenty-five cents per fully-paid share have been declared, payable at the Bank and its branches on February 1, 1961, to shareholders of record at the close of business on December 31, 1960.

By Order of the Board
J. P. R. Wadsworth,
General Manager
Toronto, December 16, 1960

UNITED KENO HILL MINES LIMITED

NOTICE is hereby given that an interim dividend of ten cents per share has been declared payable in Canadian Funds on January 24, 1961, to shareholders of record at the close of business on December 30, 1960.

C. R. ELLIOTT,
Secretary.
Toronto, Ontario,
December 8, 1960.

STANLEY BROCK LIMITED

DIVIDEND NOTICE

NOTICE is hereby given that a dividend of 15 cents per Share on the outstanding Class A Shares of the Company and 10 cents per Share on the outstanding Class B Shares of the Company has been declared payable 1st February 1961 to shareholders of record, 10th of January, 1961.

By Order of the Board.
B. PAPWORTH,
Treasurer.
Winnipeg, Manitoba,
December 15, 1960.

ATLAS STEELS LIMITED

Notice is hereby given that a bonus dividend of twenty-five cents (25c) per share on the Common No-Par Value Shares of the Company has been declared and the same will be payable on the first day of February, 1961, to shareholders of record at the close of business on the third day of January, 1961.

By Order of the Board.
A. G. HOWEY,
Secretary.
Dated at Crowland, Ont.,
December 15, 1960.

ATLAS STEELS LIMITED

Notice is hereby given that a dividend of twenty-five cents (25c) per share on the Common No-Par Value Shares of the Company has been declared and the same will be payable on the first day of February, 1961, to shareholders of record at the close of business on the third day of January, 1961.

By Order of the Board.
A. G. HOWEY,
Secretary.
Dated at Crowland, Ont.,
December 15, 1960.

VENTURES LIMITED

DIVIDEND NUMBER 47

NOTICE IS HEREBY GIVEN THAT a dividend of Twenty-Five Cents (25c) per share plus an extra dividend of Ten Cents (10c) per share has been declared by the Directors of Ventures Limited, payable in Canadian funds on January 31, 1961 to shareholders of record at the close of business on January 16, 1961.

By Order of the Board.
G. T. N. WOODROOFFE,
Secretary.
Toronto, Canada.
December 14, 1960.

Belding-Corticelli Limited

NOTICE OF PREFERRED STOCK DIVIDEND NO. 184

A dividend of one and three-quarters per cent (1¾%) has been declared on the Preferred Stock of this Company, for quarter ending December 31st, 1960.

The above dividend is payable on the 1st day of February, 1961, to shareholders of record at the close of business the 31st day of December, 1960.

By Order of the Board.
R. H. ALSTON,
Secretary-Treasurer

128th consecutive quarterly

GUARANTY TRUST Company of Canada

DIVIDEND

20¢ a share — rate of 8% per annum payable January 16, 1961 to shareholders of record December 31, 1960

A. B. RAMSAY
General Manager

CASSIAR ASBESTOS CORPORATION LIMITED

NOTICE is hereby given that an interim dividend of ten cents (10c) per share plus an extra dividend of five cents (5c) per share has been declared payable in Canadian Funds on January 26, 1961 to shareholders of record at the close of business on December 30, 1960.

By Order of the Board.
C. R. ELLIOTT,
Secretary-Treasurer.
Toronto, Ontario
December 16, 1960.

Foreign Exchange Rates

Noon Value in Canada
Week Ended Nov. 20, 1960

	U. S. $	U. K. £
Wed.	.97 26/32	2.74 10/16
Thurs.	.97 27/32	2.74 12/16
Fri.	.97 27/32	2.74 11/16
Mon.	.97 29/32	2.74 13/16
Tues.	.98 1/32	2.75 4/16
Ave.	.97 142/160	2.74 66/80

U.S. rate reported by Bank of Canada.

U.K. bid rate reported by Toronto-Dominion Bank.

DIVIDEND NOTICES

STELCO

THE STEEL COMPANY OF CANADA, LIMITED

DIVIDEND No. 198

Notice is hereby given that dividend No. 198 of sixty cents (60c) per share for the quarter ending December 31, 1960, has been declared upon the shares of the Company, payable Wednesday, February 1, 1961, to shareholders of record at the close of business Friday, January 6, 1961.

By Order of the Board,
W. C. CHICK,
Secretary,
Hamilton, Ont., December 12, 1960

AUTO FABRIC PRODUCTS COMPANY, LIMITED

DIVIDEND NOTICE

Notice is hereby given that dividend of fifteen cents (.15c) per share on the Class "A" shares of No Par Value of the capital stock of the Company has been declared payable on January 3rd, 1961, to shareholders of record at the close of business, December 20th, 1960.

By Order of the Board,
R. SKULSKI, C.A.
Secretary-Treasurer
Montreal, December 13th, 1960.

CONSOLIDATED BAKERIES OF CANADA, LIMITED

NOTICE IS HEREBY GIVEN that a semi-annual dividend of twenty-five cents (25c) per share on the outstanding shares in the capital stock of Consolidated Bakeries of Canada, Limited, has been declared payable on the 1st day of February, 1961, to shareholders of record at the close of business on the 15th day of January, 1961.

By Order of the Board.
E. A. VERNER,
Secretary.
Dated at Toronto Dec. 13th, 1960.

CANADIAN PACIFIC RAILWAY COMPANY

DIVIDEND NOTICE

At a meeting of the Board of Directors held today a final dividend of seventy-five cents per share on the Ordinary Capital Stock was declared in respect of the year 1960, payable in Canadian funds on February 28, 1961, to shareholders of record at 3.30 p.m. on January 5, 1961.

By order of the Board,
T. F. TURNER,
Secretary.
Montreal, December 12, 1960.

ST. LAWRENCE CORPORATION LIMITED

DIVIDEND NOTICE

Notice is hereby given that the following regular quarterly dividends have been declared.

PREFERRED SHARES

A dividend of One dollar and twenty-five cents ($1.25) per share on the outstanding 5% Cumulative Redeemable Preferred shares, Series "A" of the Capital stock of St. Lawrence Corporation Limited, payable in lawful money of Canada, January 25th, 1961, to the shareholders of record at the close of business on December 23rd, 1960.

COMMON SHARES

A dividend of Twenty-five cents (25¢) per share on the outstanding Common shares of the Capital stock of St. Lawrence Corporation Limited, payable in lawful money of Canada, February 1st, 1961 to the shareholders of record at the close of business on January 3rd, 1961.

By order of the Board of Directors,
J. E. MARTIN,
Secretary
Montreal, Que.
December 12th, 1960.

NOTICE

THE ROYAL BANK OF CANADA

ANNUAL MEETING

The Annual General Meeting of the Shareholders of the Bank will be held at the Head Office, 360 St. James Street West, in the City of Montreal, on Thursday, the 12th day of January, 1961, at 11 o'clock, a.m.

By Order of the Board,
W. E. McLAUGHLIN,
General Manager.
Montreal, Que.,
December 1, 1960.

Market Bid and Ask Quotations

Montreal & Toronto Dec. 20, 1960

Stock	Bid	Ask	Stock	Bid	Ask
Bowes	25	30	C Fire	375	500
xBrlrn	600	615	xC Gill	5	6
xBralsa	30	40	xCG Ac	34	38
xBrazil	400	410	xC Hall	46½	47
Br T	5½	5¾	xC Mrbn	46	47
Do p	45	46½	xC Mrcs	65	67
Bright	42	46½	xC M M	178	190
Do p	20½	21	C M S	19½	20
xBritalt	198	202	xC Mogul	85	86
BA Oil	27½	27½	xC Morr	11	14
BCE 4 p	76½	78	xC Mos	215	218
Do 4¼ p	40	41½	xC Neg	11½	12
Do 4½ p	43½	45	xC Nich	3	4½
Do 4¾ p	90½	91	xC Nor	24	25
Do 5 p	48½	49½	xC Pers	9	11
Do 5½ p	52½	53	xC Que	28	30
BC For	11	11½	xC Red P	4½	5
BC P A	14½	14½	xC Reg	5	6
Do B	14	14½	xC San	4½	6
BC Pow	35½	35½	Cons Text	255	290
BC Phone	45½	46	xC W P	255	260
Brck C	9½	9½	C Gas	15½	15½
Brooke p	19½	..	Do A	104½	105½
xBr Reef	26	27	Do B	105	106½
Brown	12½	12¾	Cons Glas	19	20
Bruck A	7½	8	Con C	34½	34¾
xDo B	210	210	xCnwst	360	365
xBrnsk	280	290	Cop Cl	6½	7
xBufad	6	7	xC Cor	12	13
xBuf A	141	143	xCop-M	6	8
xBuf RL	5	5½	xCprnd	82	83
Bld Prd	30½	31	Corb vt	15½	16
Bull A	475	500	Do B	15½	16½
xDo B	425	500	Csmos	11½	12
xBunk H	9	9½	xCoulee	27½	28
Burlton	14½	16	xCoury	14	16
Burns	11½	11¾	xCowic	19	22
Burr A	6½	7	xCraig	150	185
xCable	12	13	xCrgmt	590	600
xCdmet	8	9	Crain RL	17½	17¾
xCalalta	21	23	Crane Co	45½	46½
Cal Ed	13¾	13¾	xCrst	8	8½
Cal Pow	22½	23	xCrsbk	70	70
Do 5 p	102	..	Do p	10	12
xCalv C	315	400	xDo w	4	10
xCalvert	29	30	xCrot	6	7
xCamer	125	130	Cr Cork	57	60
xC Chib	585	600	Cr Tr	29	29
C R L	15½	16½	Cr Zell	51	52½
Canada			Cr Zellars (Cda)	19	19½
xC Brd	370	390	xCrowp	8	8½
Do B	48½	50	Crow	17½	18
C Cem	25½	25½	Crush	6½	6½
Do p	27	29	Do p	97½	99½
CCC St	13½	13½	xCusco	4	4½
C Foil	19½	21	xDaer	8½	9
Do A	20	21½	Diex p	85	87
C Fnd	..	10	xD'Ara	16	17½
Do A	18½	20	xDe C	7	7½
Cl Fnd	18½	18½	xDeer H	22½	23
Do 4½	74½	79½	xD'Eld	6½	8
C Mach	13	..	xDelte	29½	31
C Malt	63½	64	xDenis	935	940
xC O Lds	78	83	xDev P	42	45
xDo w	6	8	xDicken	320	325
C P A	48½	49½	D Seag	32	32½
Do B	48	48½	Dome	23½	23½
C Perm	54½	..	xD Pete	660	670
C Saf 4 p	90	91	**Dominion**		
xCSO w	5½	7	D Ang	11½	..
xCS Pet	266	269	Do p	90½	92½
CSL	39½	40	D Brge	15½	16
Do p	12	12	xD Coalp	280	350
xC Tung	140	142	Dom Corst	16	16½
C Wre B	7	7½	D Dair	12½	12½
Canadian			Do p	26½	..
xC Ast	6½	7½	D Elec	5¾	5¾
C Avia	19	19½	xDo w	200	265
C Baks	6½	7			

DIVIDEND NOTICES

DOMINION STEEL AND COAL CORPORATION, LIMITED

DIVIDEND NOTICE

Notice is hereby given that a dividend of ten cents (10c) per share on the outstanding Ordinary shares without nominal or par value of the capital stock of this Corporation has been declared for the quarterly period ending December 31st, 1960. Such dividend to be payable on February 1st, 1961, to shareholders of record at the close of business on January 11th, 1961.

By Order of the Board.
G. C. BROADBENT,
Vice-President & Secretary.
VILLE ST. PIERRE, P.Q.,
December 7, 1960.

Unlisted Mines and Oils

(By Brokers Dealers Assoc. of Ont.)

Grain Prices

Winnipeg Futures

Week to Dec. 19, 1960

Crop year from Aug. 1, 1960 High	Low		High for Week	Low for Week	Close Dec. 19
		Oats—			
.80½	.74	Dec.	.75¼	.74¾	.75½
.80½	.74½	May	.75¾	.74¾	.74¾
.78¾	.74½	July	.75¾	.74¾	.74¾
		Barley—			
.99¾	.94¾	Dec.	.96½	.96	.96½
1.00¾	.95	May	.96½	.95¾	.95¾
.99½	.95¾	July	.96	.95½	.95½
		Rye—			
1.06½	.91	Dec.	.94¾	.93½	.93¾
1.09	.97¾	May	1.01½	.99¾	.99¾
1.08½	.98¾	July	1.02¾	1.00½	1.00½
		Flax—			
3.26	2.71½	Dec.	2.82½	2.76¾	2.77
3.28½	2.80	May	2.91	2.85½	2.85½
3.10¾	2.79	July	2.89½	2.84½	2.85½

Chicago Futures

Week to Dec. 19, 1960

Crop year from Aug. 1, 1960 High	Low		High for Week	Low for Week	Close Dec. 19
		Wheat—			
2.07¾	1.90½	Dec.	2.07¾	2.04½	2.04¾
2.07	1.95½	Mar.	2.06¾	2.05½	2.05½
2.03¾	1.94¾	May	2.03½	2.02½	2.02½
1.91¾	1.82¾	July	1.87	1.85½	1.85½
1.94½	1.86½	Sept.	1.89½	1.87¾	1.87½
		Corn—			
1.13½	1.00½	Dec.	1.04½	1.03½	1.03¾
1.17¾	1.05	Mar.	1.09¾	1.08½	1.08¾
1.19½	1.09¾	May	1.13¾	1.12	1.12
1.19½	1.12½	July	1.16	1.14½	1.14½
1.15¾	1.12½	Sept.	1.14½	1.13¾	1.13¾
		Oats—			
.72¾	.56	Dec.	.61½	.59½	.61¾
.74¾	.61½	Mar.	.65	.63¾	.64¾
.74¾	.64	May	.66¾	.65½	.66¾
.70	.63¾	July	.65½	.64½	.65¾
.66¾	.64½	Sept.	.66¾	.65	.66¾
		Rye—			
1.23	1.05	Dec.	1.09¾	1.08½	1.08¾
1.27½	1.11	Mar.	1.15¾	1.13½	1.13¾
1.27¾	1.14¾	May	1.19	1.16¾	1.17
1.24¾	1.14½	July	1.19	1.16¾	1.17
		Soybean—			
		Jan.	2.20¾	2.17½	2.20½
		Mar.	2.25	2.21¾	2.24¾
		May	2.28½	2.24¾	2.27¾
		July	2.29¾	2.26½	2.29½
		Sept.	2.19½	2.15¾	2.19½

Winnipeg Cash

	High For Week Dec. 19	Low For Week Dec. 19	High Prev. Week	Low Prev. Week
Oats—				
2 C. W.	.75½	.74¾	.75	.74¾
3 C. W.	.72½	.71¾	.72	.71¾
Barley—				
1 Feed	.92½	.92	.92¾	.92¾
2 Feed	.90¾	.90¾	.91½	.91½
1 Malt	1.04½	1.04	1.04½	1.03¾
Rye—				
1 C. W.	.94½	.93½	.94½	.92¾
2 C. W.	.94½	.93½	.94½	.92¾

Chicago Cash

	High For Week Dec. 19	Low For Week Dec. 19	High Prev. Week	Low Prev. Week
Corn—				
2 Yell.	1.04	1.02¾	1.02½	1.01½
Oats—				
1 H. W.	.67	.65	..	..

Canadian Auto Production

	Week Ending Dec. 17/60	Same Week 1959	Year To Date 1960	Year To Date 1959	% Change To Date
CARS					
General Motors:					
Buick	200	270	9,050	8,758	
†Chevrolet	2,002	1,682	78,351	67,008	
Oldsmobile	243	337	10,391	13,789	
Pontiac	1,488	1,494	71,014	54,762	
	3,933	3,783	168,806	144,317	+17
***Ford:**					
†Ford	1,211	1,316	53,307	52,520	
Mercury	109	106	4,204	5,803	
†Meteor	626	719	28,130	32,769	
Monarch	118	90	4,293	4,879	
	2,064	2,231	89,934	97,581	−8
Chrysler:					
Chrysler	199	82	660	5,261	
DeSoto	...	34	1,904	1,145	
Dodge	261	415	19,530	18,957	
†Plymouth	496	355	20,832	15,526	
	956	886	48,926	40,889	+20
Studebaker-Packard:					
Studebaker	...	160	5,417	8,228	−34
Total cars	6,953	7,060	313,083	291,015	+8
TRUCKS					
General Motors	585	670	33,409	28,372	
Ford	254	354	18,229	17,799	
Chrysler	132	143	5,763	5,973	
International	151	276	10,204	13,283	
Total trucks	1,122	1,443	67,605	65,377	+3
Total cars, trucks:	8,075	8,503	380,688	356,392	+7

*Includes Edsel production, 1959 model year.

†Chevrolet includes Corvair; Ford includes Falcon; Meteor includes Frontenac 1960 model year, Comet 1961 model year; Plymouth includes Valiant.

Source: Canadian Automobile Chamber of Commerce.

Bond Tenders

12 Noon, Dec. 22, 1960, Government of Canada Treasury Bills. — Due March 24, 1961 and June 23, 1961, $120,000,000. Dated Dec. 23, 1960.

Commodities

	Latest week	Previous week	Same week last yr.
Cattle	$22.75	$22.75	$24.50
Hogs	28.33	27.66	22.65
Copper, lb.	.30	.30	.35¼
Coffee, lb.	.36¼	.36¼	.33
Sugar, raw, lb.	.0595	.0590	.0565
Hides	.11	.11	.20

Weekly Commodity Indices

Dow Jones Fut.♦	141.28	142.34	148.93
U. S. Labor	†	119.5	118.9

Monthly Price Indices

	Latest month	Previous month	Same month last yr.
Retail C.P.I.* (Nov.)	129.6	129.4	128.3
Canada (D.B.S.):			
W'sale (Oct.)	230.3	230.4	230.0
C. F'm Pr.* (Oct.)	215.5	217.0	215.5
U. S. W'sale (Aug.)	119.2	119.7	119.1
Gt. Bri. W'sale♦ (July)	112.9	112.9	111.2

Base of price quotations is as follows: Cattle-Steers good up to 1,000 lb., to price Toronto. Copper-electrotypers, New York. Coffee No. 4 Santos. Spot Raw Sugar 96 degrees centrifugal c.i.f.

*Base years 1947-49=100.
♦Base years 1924-26=100.
†Not available.

Canadian Stock Exchange

INDUSTRIALS

Stock	Bid	Ask	Stock	Bid	Ask
Ang-Sc n	..	6¾	Baker Talc	9	12
Atlas Tflm	45	47	Band-Ore	3	4½
Beld Cort	..	12	Beauc PM	40	45
Do p	10	11½	Barvallee	2½	3½
Bel St	8½	10	Bateman	6½	7½
Do p	13½	..	Beatrice	2½	4
BB Racewy	7	7½	Bchasse	18	19
Bfly Ho	200	..	Belle-Chib	3	4

Toronto Curb

Stock	Bid	Ask	Stock	Bid	Ask
Andian	7½	9	Gaspe	17½	19
A C	39½	40	Hayes	22½	24
Ang-N	6¾	6¾	I Pap n	30	30¾
Asbest	25¼	25½	Do w	29¾	30¾
B A B	51½	52	Lob I	14	14½
xBulolo	585	600	M Lrn A	20	20
CD Sug	16½	17	Do B	20	21
C Vjng	30½	30¾	MO Pap	30¾	31
C Brnze	17	17½	Ogilv	48½	..
Do p	85¾	..	Do p	132	145
CG Inv	28½	29	xPend O	240	243
C Ing	39½	..	Price	38½	38¾
C Pap	40¾	41½	Sngmo	...	12
xDalh	13	14	xSW P	148	175
de Hav	180	240	Th CG I	6½	6½
D Glass	65	67	xYuk C	54	56
Do p	13½	14½	Zellrs	34	34½
DOC	20¾	21	(xToronto Gold)	34.80	34.95
Du Pont	20¼	20½	x—Quoted in cents.		
Do p	76	..			

Calgary Stock Exchange

Stock	Bid	Ask	Stock	Bid	Ask
INDUSTRIALS			Futurity	16	..
Alaska-Ykn P Lines	..	200	Gateway	1½	2
Alaska-Ykn Ref p	..	600	Globe	5	9½
Cdn Kodiak Ref	100	105	Gold Sat	2	..
Cdn Prop	280	..	Gold Spike	4¾	5
Carling Br	80	90	Kenare	1½	2
Edmonton Conc	360	385	Keno	21	24
Indian Ch	..	10	Leamac	2½	3
Prop Cred	..	30	Leduc Cal	3½	4
MINES			Lldmnstr	15	..
Burrex	3	..	Melton	12	15
Cont Potsh	20	24	Merit	39	45
New Imp	5½	8	Merland	10	12
OILS			Mill Creek	2½	..
Labedena	3½	4	Mollusca	2	..
Aldina	1¾	2½	N Richfld	2	2½
Amalta	2½	3	Native	6	10
Anaconda	..	40	New York	7	8
Bashaw-L	2½	4	North Cont	½	1
Blue Cr	18	19	Nuco	4¾	6
Cdn Ftune	2	..	Nu-Ridgwy	4	5
Carleton	30	..	Ranchmen's	4¾	8
Castle	11½	14	Renfrew	4¾	..
Claybar	9	15	Royal Cdn Vent	6	..
Command	60	..	Sage	63	80
Com Minls	6	10	Sastex	1½	1¾
Crusade	..	119	Share	2½	3
Dalhousie	12	..	Silver City	2	3
Dom Minls	1	1½	Siscalta	30	50
Dynalta	..	35	Star Land	..	150
E Cda O&G	1¾	2	Sturgeon	3½	4
Edoran	2	2½	Transfield	1½	2
			Tri-Zone	3	4
			Turnr Val	..	20
			W Warner	5	7

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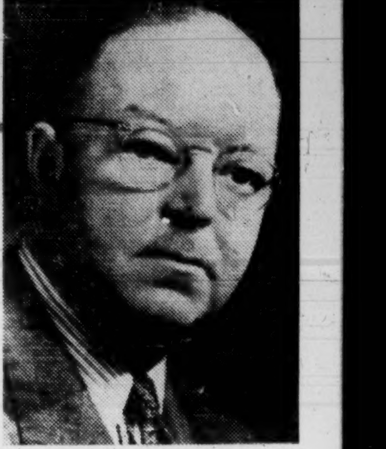

ALFRED LLOYD PENHALE

Edmundston, N.B. Aubrey Crabtree, chairman of the board of directors of Fraser Companies, Limited announced that Alfred Lloyd Penhale, D.Sc., D.C.L., was recently appointed a director of the company replacing the Honourable David L. MacLaren, deceased.

Mr. Penhale is president and managing director of the Asbestos Corporation, Limited. He is also a director of the Royal Bank of Canada, Woods Manufacturing Company, Limited, and other companies.

Mutual Funds

	Divd. pd. cents▲	Bid	Ask.
All-Can. C. F.	30.624(30.563)	5.63	7.21
All-Can. Div. Fd.	24(32)	5.05	5.49
American Growth	15(18)	7.74	8.44
Assoc. Investors	34.5(33½)	7.44	7.52
Can. Invest. Fund	36(38)	8.66	9.50
Canafund	125(125)	35.25	36.99
Champion Mut. Fund	8(21)	5.27	5.79
C'wealth Inter.	32(29)	7.91	8.69
Com. Lev. Fund	16(10)	6.48	7.12
Corporate Inv.	24(42½)	8.74	9.55
Diversified Inc. B	11.2(10.8)	3.60	3.95
Dom. Equity	53(52)	14.75	15.04
Dom. Comp. Fund	24(38)	8.56	8.90
No. nonres.	24(38)	8.48	8.82
Dominion Funds	24(38)	8.01	8.33
First Oil & Gas		3.43	3.75
Group Accum.		5.10	5.57
Grouped Inc.	20.45(23.7)	3.30	3.61
Growth Oil & Gas		6.30	6.63
Invest. Growth	14.5(10.5)	5.76	6.26
Investors Mutual	36(33)	11.13	12.10
Mut. Acc. F.	17.91(23.87)	7.31	7.99
Mutual Bond		6.33	6.63
Mutual Income	23.55(26.16)	4.71	5.15
North American	25(120)	8.39	9.12
Sav. & Inv. Mut.	18(18)	5.01	5.48
Securities Fund		•11.67	12.87
Sup'vised Amer.	14(12)	6.72	6.79
Sup'vised Executive (1955)		37.75	...
Sup'vised Executive (1956)		30.97	...
Sup'vised Executive (1957)		5.30	...
Sup'vised Executive (1958)		5.60	5.66
Sup'vised Gr'th Fund	4(3.5)	1.57	1.59
Sup'vised Inc. Fund	17(17)	3.83	3.87
T.V. Electr's	53♦(95•)	7.54	8.22
Timed Invest.	26(25)	5.55	5.99
Trans-Can. A	55.8(95.2)	24.80	...
Do. B	94.4(91.1)	26.75	...
Do. C	18(18)	5.30	...
United Accum. Fund	32(24)	14.58	15.93

‡Including initial.
▲Paid or payable in 1960, total paid in 1959 in parentheses.
•Of which 62½ (U.S.) cap. gains dist. in 1959.
♦Of which 8c (U.S.) was paid prior to a 2-for-1 stock split.

ANNOUNCEMENT

J. HARVEY PERRY

J. Harvey Perry of Toronto has been appointed to the newly created post of Executive Director of The Canadian Bankers' Association. Mr. Perry graduated from the University of Toronto in 1935 where he specialized in political science and economics and for the following 16 years was with the Department of Finance, Ottawa. Among other duties he was an adviser on the staff of the Minister of Finance. In 1952 he joined the Canadian Tax Foundation and was appointed its Director and Chief Executive Officer in 1954 which appointment he has held until this time.

Mr. Perry will be assuming his new duties with The Canadian Bankers' Association early in the new year.

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ANNOUNCEMENT

G.I.S. APPOINTMENT

J. M. O'D. WALSH

The Board of Directors of Grouped Income Shares Limited, a Vancouver-based mutual fund, has announced the appointment of Mr. J. M. O'D. Walsh as Secretary-Treasurer of the Company.

For the last eleven years, Mr. Walsh was associated with Investors Syndicate of Canada Limited, Winnipeg, as assistant secretary of Investors Mutual of Canada Ltd., supervisor of broker sales administration and latterly as research analyst with Investors Trust Company.

Prior to joining Investors Syndicate, Mr. Walsh was associated with The Bank of Nova Scotia in Winnipeg and Lloyds Bank in the U.K.

(Advertisement)

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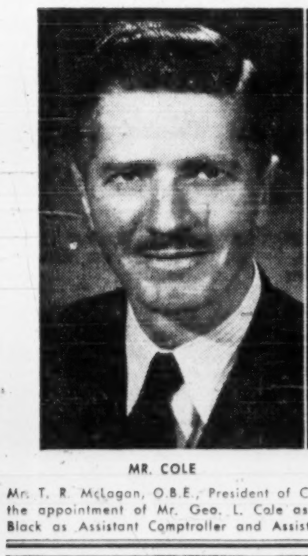
C.S.L. APPOINTMENTS



MR. COLE

MR. BLACK

Mr. T. R. McLagan, O.B.E., President of Canada Steamship Lines Limited announces the appointment of Mr. Geo. L. Cole as Vice-President—Finance and Mr. W. G. Black as Assistant Comptroller and Assistant Secretary-Treasurer.

IF YOU WERE A PROFESSIONAL MARKET ANALYST...

WHICH 5 Gold securities would you select from the many now trading on the TSE? (Remembering above all that this group in general is somewhat overpriced and technically weak at the moment due to unusual demand, that the bargain issues on view last summer are now few and far between.)

AND CONVERSELY, on the **Gas-Oil board** are innumerable bargain *prices* on view now—a giant grab bag of securities still trading at ten-year lows and technically speaking very tightly wound, thoroughly oversold. But in terms of corporate well being, which would you feel confident enough to say are the best companies—the four best at current prices in Canada today?

IF YOU were a professional analyst, which four **Base-Metal issues** and which four **Industrial issues** would you select from the hundreds currently being offered? How would you separate the wheat from the chaff, determine which certain securities are pointing most sharply to higher prices over the term immediately ahead? Or from the standpoint of **the volatile speculative mining issues,** exactly what criteria would you establish to select no more and no less than four—four promising minimum risk in this group and at the same time above-average potential for capital gains over the short-term ahead?

BUT don't fret; that's our job, and there's no need for you to be a professional market analyst in order to be assured of participating in top-drawer investment opportunities during the 12 months of 1961. "21 BEST CANADIAN STOCKS FOR '61" will be your mentor and guide; one copy (retail price $4.95) is yours free with either a 60-day trial (as ever, $5.00—$5.50 airmail) or a regular annual subscription ($45) to **THE CANADIAN FORECASTER, our eight-page weekly commentary on Canadian stocks and the market. Cordially invite you to write: THE CANADIAN FORECASTER, 238 Adelaide Street West, Toronto.**

FP reports on MINES & OILS ACTION

By FRANK KAPLAN

MORE SELLING PRESSURE comes out in shares of companies interested in iron ore.

Leaders like Steep Rock had been sliding for some time as a result of a sharp drop in iron ore shipments late in the season. Now with the shipping season over, the steel industry in the U. S. cutting production further, the gloom thickens around iron ore.

Latest report of the American Iron Ore Association for Lake Superior shipments indicates that no iron ore was shipped in December whereas in Dec. /59, more than three million tons moved out of upper lake ports.

Canadian ports handled 3,728,693 tons in the 1960 season, down from 4,214,307 tons last year.

Slide in iron ore issues also reflected on U. S. markets where producers like **Mesabi** and **Great Northern** sag. Mesabi at $83 is off from a $96 top and Great Northern at $18 is in new low ground and off from a $26¾ high.

	Latest $	Early Dec. $	Early Sept. $	1960 High $	1960 Low $
Steep Rock	6.30	6.25	7.65	13¼	5.95
Hollinger	19½	20¾	20¾	29⅞	19
Labrador	17	17¾	13	27¾	17
Iron Bay	1.75	1.85	1.70	3.20	1.45
Premium	2.15	2.30	2.15	4.35	2.00

* * *

Plenty of zip left in nickel stocks. With business booming at a 15% increased rate over last year; nickel is about the only raw material that seems hard-pressed to meet demand. Kingpin of the industry, **International Nickel,** is breaking into new high ground and at $57⅝ is up from a recent $54½. **Falconbridge Nickel** also in strong demand with buying largely said coming from Wall Street. At $38, it's also in new high ground and has come up $3 so far this month. **Sherritt Gordon** at $3 is lagging behind the leaders, compares with $2.85 to $3.10 level recently.

Ventures reflects the strength in Falconbridge which it controls, climbs to new high of $31 from $28¼. Reorganization of the Ventures groups also has been a factor in attracting investor attention. Next move, likely absorption of holding company **Coniaurum** (63c), is expected soon.

* * *

Prospectors Airways still the traders' delight as it bounces between $1.43 and $1.18, ends up at $1.18. Latest news is from two holes—one a deepened hole, the other a probe designed to get underneath three previous holes. Both came up with copper intersections. Hole 31 was 41 ft. 2.29% copper between 598.7 ft. and 639.7 ft. The deepened hole 22 had 60.3 ft. of 1.76% copper between 452 and 512.3 ft. Heavy speculation in Prospectors is rumored to have built up a whopping short position of more than 400,000 shares (3,420,000 outstanding) from 240,000 reported at the end of November. Stock exchange report of the short status is due any day.

Control of **Canadian Northwest** rumored to have changed hands with a Texas group planning to put the company into the U. S. oil business. Shares firm to 41c from 18c, then drop back to 34c.

Zinc prices weaken with **Consolidated Mining & Smelting** chopping ½c in Canada after 1c lb. cuts in the U. S. The B. C. giant mining organization marks 54 years of production of zinc as it ships its five millionth ton from the largest zinc plant in the world. This particular slab of zinc is being used to make an attachment for a seed drill at Smelters subsidiary, **National Hardware Specialties** at Dresden, Ont. Smelters stock at $19¾ is off from $21.

* * *

ON THE OIL AND GAS FRONT—trading continues quiet, with most changes held to small amounts. A few issues reflect sporadic interest, largely reflecting some attention focused on pipelines. **Pacific Petroleum** at $9.85 is ahead from a recent $8.85.

Provo Gas reflects a burst of interest in gas issues as it bumps ahead to $1.91 from a recent $1.78 bottom.

New Continental farms out 10-well program in the Eureka and Dodsland areas of Saskatchewan. Shares at 21c are quiet near their 18c low for the year.

Dizzy Flips By McVittie Are Puzzlers

Speculators are having a dizzy time following the flips of **McVittie Graham Mines.** This unlisted issue went into more gymnastics this week when first drill results were announced.

McVittie, probing a base-metal prospect next door to **International Nickel's** ground at Sudbury, recently stirred to market life (**FP**, Dec. 10).

After resting around 30c-50c most of the year, stock more than doubled in about 10 days.

Early this week it sprang to $3.15, plummeted to $1.90 as lighter - than - expected trading reacted to the drill news.

A 98-ft. section assayed 0.46% copper and 0.74% nickel in the second hole, below the 463 ft. depth mark. Values in a 50-ft. section (511 to 561 ft. depth) were 0.65% copper and 1.0% nickel.

First probe showed values below ore grade. Officials say the drill is being moved 150 ft. northeast of the second hole.

Canadian Export Operating Profit Increased by 42%

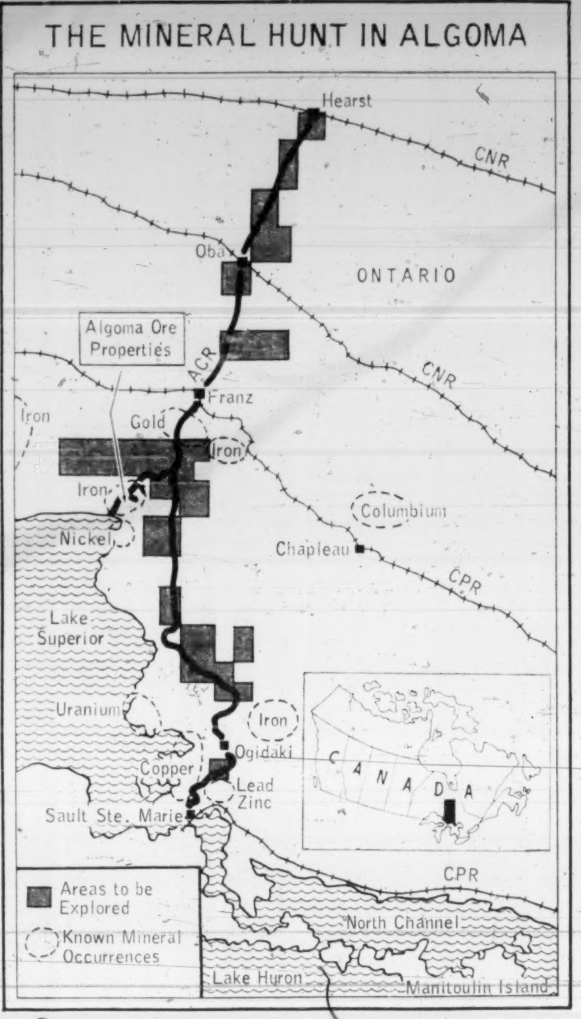
Canadian Export Gas & Oil hiked operating profit 42% to $346,168 ($243,232) in six months to Oct. 31.

Company participated in drilling 24 wells, resulting in 14 oil and nine successful gas wells.

Oil production averaged 1,005 bbl. daily (1,024 bbl.). Gas production averaged 9 million cu. ft. (6 million) per day.

Start-up of a secondary recovery program in Saskatchewan is expected to increase oil production within the fiscal year, president A. F. Beck says.

Six mos. ended Oct. 31:	1960	1959
Sales income	$616,919	$541,323
Royalties	81,579	68,908
Other income	10,142	5,752
Production costs	143,632	117,043
General, admin	70,916	119,159
Rentals	26,917	28,264
Interest	121,007	108,285
Operating profit	346,168	243,232



Mineral Search Starts on Huge Tract in Algoma

A 3,000 sq. mi. tract of Ontario stretching from The Sault to Hearst, hardly scratched by prospectors, will be combed for mineable ore.

Cost of the huge exploration program will be more than $500,000.

By JOHN BLACK

A 3,000 sq. mi. chunk of Ontario will undergo a thorough search for minerals that may take up to five years and cost $500,000.

This week **Algoma Central & Hudson Bay Railway** threw open its half-century-old land and mineral grants areas and will foot the initial bill for the mineral evaluation program.

The Algoma mineral hunt will range over a rectangular patch split by the Algoma Central rail line which runs from Sault Ste. Marie 250 mi. north to Hearst.

This area, only scratched as a source of minerals, already supplies iron from the extensive deposits of **Algoma Steel Corp.'s** subsidiary — **Algoma Ore Properties.**

It is an area served by rail for more than 50 years, now promises to become increasingly important because of strategic proximity to heavy industry at the Sault, Sudbury and to Great Lakes and seaway transportation facilities.

Of the 3,000 sq. mi. area, more than 2,000 sq. mi. are railroad leases which are land or mineral grants. (See map).

The exploration inventory will be made by **Franc R. Joubin Associates.** Work will cover some ground that in past years has seen only sporadic studies.

Scattered attempts have been made previously in efforts to pinpoint mineable deposits of iron, copper, nickel, lead-zinc, gold and silver, as well as a long list of industrial minerals including limestone, nepheline and highgrade silica.

Algoma Steel is giving ACR whatever information may be useful to the Joubin-directed project. "We have always been interested in this area," President D. S. Holbrook said.

Joubin's plan of attack — preliminary research has already started — will have at least 10 men in the area by spring break-up. Unlike most recent mineral searches which start with air surveys, Joubin is starting on the ground.

Costs are estimated at around $150,000 annually. This excludes any detailed development of mineral indications.

ACR vice-president John B. Aird said the company is "very happy" about this project. "We're bulk carriers," he added, "and we will be delighted if new developments turn up new business."

Aird indicated that ACR has no intention of going into the mining business.

Results of the survey will be made known to interested mining organizations for detailed follow-up or development, should a promising ore find occur.

ACR president Leslie C. Waugh said this is the first time in the company's 60-year history it has actively engaged in exploration.

Now the ACR townships (38 land leases, nine mineral leases) "will remain open to prospecting and exploration by other interested companies and individuals," he said.

The hit-and-miss efforts of the past are ended.

Holdings Value Up for Westburne

Market value of securities held by **Westburne Oil** increased 2%, to $1,796,800, in the period from June 30 to Nov. 15/60.

Higher operating costs and rental charges combined to decrease net cash flow for first three quarters, down to $268,066 from $333,508 in same 1959 period.

Company has one-third interest in Midale area where four new wells became producers in the period. Company also has varied interests in Keystone-Warburg area in which eight wells were completed as producers.

Franc Joubin Will Prospect Area on Foot

Franc Joubin, the scholarly geologist who unlocked Canada's largest lode of uranium ore, in the Elliot Lake camp, believes that a miracle prospecting job is "just one that takes a little more time".

Joubin doubts that a thorough prospecting attack-on-foot has ever been made on the area covered by grants to the **Algoma Central & Hudson Bay Railway.**

JOUBIN

This area is about 100 mi. west of the Elliot Lake area, has long teased Joubin's geologist's eye.

Don Smith, a quiet geologist who was a field leader in the secret staking of Blind River uranium ground, will direct the search on the railroad ground for **Franc R. Joubin & Associates.** Like Joubin, Smith returned to the hard challenge of mine-hunting once the Elliot Lake camp showed signs of settling down into production.

But it is expected that the scholarly-appearing but rugged Joubin will still take to Algoma's bush when the need and notion arise.

No arm-chair mine-finder, he believes men on foot with rock axes are the most effective geological investigators.

Since his withdrawal from early executive posts in Blind River uranium companies, Dr. Franc Joubin, 50, has returned to the choice of his first mining interest.

More than 25 years ago, a young University of British Columbia engineering graduate, he worked at **Pioneer Gold Mines** as a mill hand, swept floors as part of the job. Today he is president of successor **Bralorne Pioneer Mines,** and a handful of subsidiary companies.

Bralorne from 1932, and the Pioneer mine from 1928, have produced combined bullion value of over $118 million, paid over $28.7 million in dividends.

DOME MINES

Dome Mines' production for November amounted to $495,019 from 59,700 tons milled, a slight drop from the previous month's gold output of $497,127.

Spartan Gets Big Contract In Argentina

William P. (Bill)) McGill, the geologist who is one of the new owners and president of troubled **Spartan Air Services (FP,** Nov. 12), this week returned from a trip to Argentina with some good news—a $1.6 million contract for the air survey organization.

Spartan has set up an Argentine subsidiary — **Spartan Air Services Argentina S.A.**—which will carry out a photo-grammetric aerial survey of the province of Mendoza.

McGill planned to tell of South American expansion at a shareholders meeting this week to consider increasing authorized common shares from 750,000 to two million.

Spartan has opened an office in Buenos Aires, has sales representatives in Chile, Uruguay and Colombia.

"This major expansion in South America marks the return of the company to the field of resources engineering surveys in which it has specialized," McGill said.

The increase in authorized capital (there are 645,015 common outstanding) is part of a financial reorganization which includes issuance of **300,000 shares to settle $400,000 of debts** and 300,000 shares to be offered to the public.

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Inco Head Predicts Nickel Sales Increase Over 15%

Free world consumption of nickel for 1960 will top 500 million lb., a 15% increase over last year, **International Nickel** board chairman, Henry S. Wingate, predicts.

Production capacity in 1961, not including Cuba, will rise to 600 million lb. with Canada still accounting for more than 75% of capacity and responsible for most of the increase, Mr. Wingate says.

In his year-end review of the nickel industry, the Inco chairman notes:

- **Consumption distribution** estimated at 43.5% to Europe, 43% to the U. S., 2.5% to Canada and 11% elsewhere. European consumption increase responsible for record use of nickel this year, while U. S. and Canadian consumption remained about the same as 1959.
- **Inco's Thompson Lake project,** with 75 million lb. capacity, to raise Canadian capacity above 385 million lb. per year. Other Canadian capacity: 65 million lb. or more at **Falconbridge Nickel Mines,** about 25 million lb. at **Sherritt Gordon Mines.**
- **Other 1961 sources** in the free world will be France, 55 million lb.; U. S., 23 million lb.; Japan, 35 million lb. if ore available.

Cuban planned capacity is estimated at 100 million lb., but not included in estimates.

While all markets for nickel advanced in the year, uses for stainless steel showed greatest gains. This field used 32% of the total output. Electroplating used 16%, high-nickel alloys 15%, nickel alloy steels 13% and iron and steel castings 12%.

Refined nickel market price, at (U.S.) 74c lb., remained unchanged through the year. European and U. K. prices were also unchanged.

Inco continued its intensified research, market development and sales promotion activities in order to expand markets for the oncoming supply rise.

Specific research activities by the company included work on alloys for high-temperature applications, nickel alloy steels, foundry products, copper-nickel and aluminum alloys and in electronics and chemical fields.

Devon-Palmer Gas Sales Up

Oil sales for **Devon-Palmer Oils** dropped in first nine months this year, but gas sales were boosted 13% to 9.8 million cu. ft. daily average.

Crude deliveries averaged 2,594 bbl. daily (2,920 bbl. in nine months /59).

Although total revenue increased 12%, higher production costs and depreciation write-offs left net loss only $5,000 lower.

	Nine Months 1960	Nine Months 1959
Gross revenue	$1,844,000	$1,473,000
Production costs	1,155,000	957,000
Depreciation	1,068,000	882,000
Net loss	379,000	384,000

GAS IN RESERVOIR

Gas produced from oilfield operations in Alberta's Harmattan-Elkton field is now being injected into a reservoir as part of a gas conservation project, **Canadian Superior Oil of California** announces. Company is operator of Harmattan-Elkton unit No. 1.

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ANNOUNCEMENT

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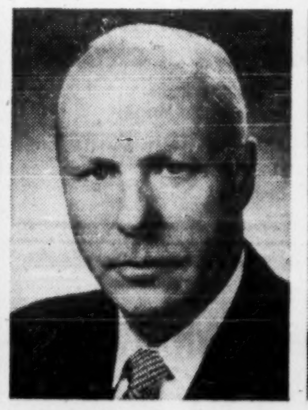

J. L. McINTYRE

M. E. STEWART

D. K. Yorath, president of Northwestern Utilities, Limited, announces the appointment of three well-known Edmonton men to the board of directors of the natural gas company.

Gerald Gaetz has been in the broadcasting business for more than 30 years. He is managing director of Selkirk Holdings Limited, president of Edmonton Video Limited and a director of Northern Broadcasting Corporation, Sussex Management Associates and Wired Music (Western) Limited. He began his career at radio station CJOC Lethbridge. He became manager of that station and later of CKCK Regina, CKRC Winnipeg and CJCA Edmonton. He is a former director of the Canadian Association of Broadcasters and a past president of the Western Association of Broadcasters. He is chairman of the board of St. Mary's Technical School for Boys, past president of the Edmonton Chamber of Commerce and a member of the advisory board of Edmonton General Hospital.

J. L. McIntyre is a partner in the real estate counselling firm of Trotter McIntyre Kellough Ltd. Born in Pipestone, Man., he moved to Edmonton in 1914 and was educated there. He is a past president of the Edmonton Junior Chamber of Commerce, Highlands Community League and the Edmonton Metropolitan YMCA. He has also served as chairman of the Edmonton Hospital Board, and has been associated with various fund raising drives in Edmonton for many years.

Murray E. Stewart is general manager of Northwestern Utilities. Born in Brandon, Man., he is a graduate of the University of Alberta in civil engineering and of the University of Toronto in business administration. He has been with the gas company since 1949. He is connected with many Edmonton community projects and is currently a director of the Alcoholism Foundation of Alberta, United Community Fund of Greater Edmonton, Banff School of Advanced Management, and the Edmonton Kiwanis Club. He is an executive member of the Edmonton Chamber of Commerce. He is a member of the advisory committee of the faculty of commerce at the University of Alberta.

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Watch for More Heavy Equipment Production Here

By NORTON ANDERSON

Watch for more Canadian production of heavy equipment.

This week executives from the Canadian heavy machinery and engineering industries hailed proposed changes to the "class or kind" made or produced in Canada ruling as a tremendous encouragement to increase Canadian production.

Industry leaders have complained loudly in the past that imported equipment enjoyed reduced rates of duty just because that specific type of product was not being made in Canada.

Now Finance Minister Fleming says the federal government will change what Canadian producers called "a very unsatisfactory ruling".

This is what Fleming said in his Budget Speech: "It was not intended that imported goods be classified as 'not made" simply because size, style or quality differed somewhat from similar products made in Canada."

He now proposes that in the case of goods of approximately the same class or kind, or of goods custom-made to specifications they will be classed as made in Canada.

This provides, of course, that adequate facilities exist in Canada for the economic production of such goods within a reasonable time.

Humphrey B. Style, president, **John Inglis Co.**, tells **FP** this new ruling is something the industry has been asking for over many years.

"It took our company three years to make an electrical turbo-generator set. Until we completed the order, we could not apply for a "made in Canada' ruling.

"Now this will be changed by the proposed amendment to the Customs Tariff," says Style.

He says the old, rigid ruling meant that if a Canadian company made a 2 cu. yd. shovel, but not a 2½ cu. yd. shovel, foreign companies moved in and took the business for the larger shovel on a reduced rate of duty.

Col. M. Jolley, president, **Russell Industries Ltd.** agrees with Style.

He says: "This is the first move for some time to strengthen up the heavy machinery industry."

Jolley cites the case of a "very large machine tool which was imported from the U. K. because we did not, at the time, make that size in Canada".

He says the new ruling should have a "predominant effect in the automotive supply industry too".

"This federal government move to help Canadian manufacturers should have a significant effect on increasing Canadian production," he says.

Other industry executives agree with Fleming the old definition of "class or kind" was unsatisfactory.

One heavy equipment producer says: "I can only echo the Finance Minister's words when he said in the Commons that the old ruling had the effect of eroding the protection afforded to Canadian producers."

See Some Boosts For Construction

By FORBES GILBERTSON

The budget should boost construction in 1961.

"There's no question that it will provide some added impetus to next year's construction program," Jack M. Soules, president, Canadian Construction Association, told **FP** this week.

- **Increase from $25,000 to $35,000** of a corporation's taxable income at 21%, while not affecting 1960 incomes, should encourage some firms to start construction spending early next year because of the prospect of tax relief, he said.
- **Double depreciation** rates on capital expenditures — long advocated by CCA — should also free more money for plant expansions and purchase of equipment.
- **Moves to encourage industries** to establish themselves in new areas of chronic unemployment, Soules felt, would require more clarification, he said.

The question is how narrowly or broadly these areas will be defined.

Depreciation rate step-up, as it applies to firms undertaking manufacture of new products or products not previously made in Canada, could have very significant long-term effects on construction.

But, construction men told **FP**, as the tax relief doesn't affect 1960 incomes, effect on building in Canada is likely to be more significant in 1962.

Construction firms themselves will benefit by relief on taxable income and will be in a better position to expand and to buy badly needed new equipment.

Industrial and commercial construction are regarded by construction men as the "neglected" sections of the economy in government policies designed to stimulate investment and unemployment.

They see accelerated depreciation and other tax relief in any form as a step to encourage expansion by industrial and commercial firms.

The "Made in Canada" provision looked like real winner for the construction men.

John Wheeler, president, **Ontario Building Materials Ltd.**, told **FP**: "This is a wonderful move to help small firms. The first five years is the critical period in the life of a new firm.

"Anything that relieves the tax burden is therefore good. Raising the limit on taxable income at the 21% rate will definitely assist many firms."

Double depreciation, Wheeler said, will help establish more Canadian ownership in smaller firms, is bound to give our own people more incentive to establish new plants.

Wheeler's prediction: "Despite gloomy forecasts from other sources, I believe the coming year will be one of the best in construction history. The government budget is calculated to help."

H. P. Hyatt, president, Metropolitan Toronto Home Builders Association, told **FP**: "The budget gives new or young industries a better chance to build up capital for expansion and that means more business for the construction industry."

Increasing taxable income bracket at the 21% rate would help the larger builders, Hyatt said.

D. H. Jupp, president, **Pilkington Brothers (Canada) Ltd.**, felt greatest effect would be felt by the construction industry in 1962 as industrial firms start to cash in on tax relief.

Any move to apply extra taxation on foreign-owned concerns, however, might mean less investment here, which could have an adverse effect on construction, Jupp said.

He saw encouragement of more made-in-Canada products as a good, long-term incentive, with ultimate benefits for the construction industry.

FORT HOPE AREA

Fort Hope, scene of revived interest in gold prospects, is included in the coverage area of the latest issue of maps from the Ontario Department of Mines aeromagnetic survey in the northwestern part of the province. This is 12th issue of maps in this survey.

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ANNOUNCING

Important appointments in Canadian Industry, Finance, Business and Government

Baker Advertising Agency Ltd. (Toronto) — Victor Brooker, account executive and creative consultant.

B. Greening Wire Co. (Hamilton) — C. W. Cassels, director.

Bechtel Corp. (San Francisco) — Stephen D. Bechtel Jr., president.

British Columbia Cement Co. Ltd. (Vancouver) — B. M. Brabant, vice-president and general manager. Mr. Brabant was also appointed vice-president and director of the parent organization, **Ocean Cement and Supplies Ltd.** as well as director, **Evans, Coleman and Evans Ltd.** and **Evans, Coleman and Gilley Bros. Ltd.**

British Overseas Airways Corp. (Montreal)—Hugh J. Yea, deputy sales manager, Canada. Mr. Yea will make his headquarters in Toronto.

Brown Brothers Ltd. (Toronto) — Thomas B. Chipman, managing director; John R. Chipman, vice-president, marketing; William A. Doogan, vice-president, manufacturing and director; Bertram H. Williams, vice-president finance and secretary-treasurer. All appointments effective Jan. 1, 1961.

Burson-Marstelle Associates (Canada) Ltd. (Toronto)—William G. Dulmage, general manager, Toronto office.

C.A.P. Limited (London, Ont.)—W. A. Matheson, secretary-treasurer and director.

Canada Packers Ltd. (Toronto) — H. W. Curtis, general oils manager.

Canada Steamship Lines Ltd. (Montreal)—George L. Cole, vice-president, finance; W. G. Black, assistant comptroller and assistant secretary-treasurer.

Canadian Locomotive Co. (Kingston, Ont.)—J. P. Gleeson, manager sales engineering; Donald A. Hawley, advertising and sales promotion manager; Donald C. Hubble, manager distributor sales; Norton R. Collins, manager locomotive sales.

Canadian National Railways (Montreal) — Cyril J. Morris, manager, newly created London area; Stewart S. Wier, assistant manager; G. Harry Bloomfield, manager, newly created Northern Ontario area; John H. Spicer, manager, newly created Toronto area; Charles F. Armstrong, assistant manager. Appointments effective Jan. 1, 1961. George S. Ross, superintendent, eastern and northern Ontario division, Canadian National Express.

Canadian Petrofina Ltd. (Montreal) —J. C. Vezeau, manager, asphalt sales.

Canadian Research Institute (Toronto) — John H. Innes, sales manager.

Commonwealth Construction Co. Ltd. (Winnipeg) — K. G. Nichols, assistant secretary-treasurer and director.

Courtaulds (Canada) Ltd. (Cornwall, Ont.) — F. M. Bradley, comptroller and general deputy to the treasurer; C. H. Brock, senior executive, overseas investment department, **Courtaulds Ltd. (Eng.)**.

Crown Trust Co. (Toronto) — J. D. Leitch, director.

Dalfen's Ltd. (Montreal) — David M. Williams, treasurer. Mr. Williams was also appointed treasurer, **Mary Morgan Inc.**

Davis and Henderson Ltd. (Don Mills, Ont.) — J. T. A. Wilson, director of marketing.

Deluxe Floor Covering Ltd. (Toronto)—Max B. Abrams, president.

Dominion Bridge Co. Ltd. (Montreal) — Eric Greenwood, sales engineer, Western District, mechanical division; R. R. Ratcliffe, sales engineer, Central District; Harold R. Williams, sales engineer, Ontario District; Richard C. Cook, sales engineer, Eastern District; James S. Houghton, sales engineer, steel industry, mechanical division products; Stephen F. Angus, sales engineer, head office; Allan Lee, service supervisor, head office.

Dow Kingsbeer Brewery (Montreal) —George J. Gurney, Ontario sales promotion supervisor.

Empire Life Insurance Co. (Kingston, Ont.) — R. E. Harrison, a representative in Toronto, Port Credit and Oakville.

Frost Metal Products Ltd. (Hamilton, Ont.)—H. L. Frost, president.

General Tire & Rubber Co. of Canada Ltd. (Toronto) — Peter J. Gingras, territory manager, western Toronto district; R. W. Morris, territory manager, eastern Toronto district; Robert J. Reid, manager, marketing research and distribution.

Globelite Batteries Ltd. (Winnipeg) —R. A. Cadieux, eastern sales manager, Toronto; J. Hart, manager. **Globelite Batteries (B.C.) Ltd. (Vancouver)**.

Hudson's Bay Co. (Winnipeg) — J. Bartlett Morgan, director and member Canadian committee.

Latin American Mines Ltd. (Toronto)—James B. Manley, director, succeeding the Hon. Paul Martin.

Maple Leaf Milling Co. Ltd. (Toronto) — Stewart Butler, general superintendent; R. G. Dale, assistant production manager; W. H. Pettit, manager, West Toronto plant.

North American Utilities Corp. (Montreal) — John D. Gibson, vice-president.

Ontario Paper Co. Ltd. (Thorold, Ont.) — Robert M. Schmon, vice-president, development and planning.

Remington Rand Ltd. (Toronto)— Douglas Keefe, director of marketing.

United Accumulative Fund Ltd. (Toronto) — Pierre P. Daigle, director.

Wallace Silversmiths (Canada) Ltd. (Cookshire, Que.) — D. Arnold Wilson, director of marketing. Mr. Wilson will make his headquarters at Toronto office.

DRUG FIRMS MERGE

Wallace & Tiernan Inc. and **R. J. Strasenburgh Co.**, U. S. pharmaceutical manufacturers, will merge. W & T's Canadian subsidiaries are **Wallace & Tiernan Ltd.** and **W. C. Hardesty Co. of Canada Ltd.**, Toronto and Fort Erie. Strasenburgh's is **R. J. Strasenburgh Co. of Canada Ltd.**

Company Reports

Banking

ROYAL BANK OF CANADA net profit for year to Nov. 30/60 was $19,503,702, up 12.9%.

Total assets almost reached $4.3 billion, up 4%, a record for any Canadian bank.

Total deposits rose $106.5 million to $3,884 million. Personal savings deposits in Canada rose $72 million to $1,556 million.

Total loans, excluding mortgages, rose $125 million to $1,914.3 million. Call loans decreased some $50 million while other loans rose about $75 million. NHA mortgage loans decreased $3 million to $288.8 million.

Holdings of government securities increased $49.1 million to $836.8 million.

A $10 million transfer brought rest account to $223.7 million.

Cash resources of $583.1 million were 14.6% of public deposit liabilities (14.4% year before). Quick assets of $2,260.8 million were 56.5% of such liabilities (56.4%).

INCOME ACCOUNT

Years Ended Nov. 30:	1960	1959
Net earnings‡	$48,063,702	$38,009,140
Less: Res. for taxes	28,560,000	20,890,000
Net profit	19,503,702	17,119,140
Less: Dividends	15,370,421	14,060,359
Surplus for year	4,133,281	3,058,781
‡After provision for depreciation.		
Earnings per Share and Dividend Record:		
Earned*	$3.04	$2.83
Paid	2.12½ + 0.25	2.02½ + 0.30
*Based on average shs. o/s.		
Shares o/s at Nov. 30:		
Common, $10 par	*6,643,376	6,048,000
*Paid-up capital equivalent.		

CONDENSED STATEMENT

As at Nov. 30:	1960	1959
Cash resources	$583,133,005	$558,724,021
Call & short loans	316,818,517	366,068,424
Securities	1,360,892,269	1,260,149,510
Total quick assets	2,260,843,791	2,184,941,955
Loans & disct's	1,597,496,232	1,522,568,647
Bank premises	51,133,393	45,925,659
Mtges., N.H.A.	288,810,202	291,756,158
Letters of credit	92,633,136	78,859,408
Other assets	5,905,496	5,606,834
Total assets	4,296,822,250	4,129,658,661
Deposits	3,884,134,258	3,777,620,441
Letters of credit	92,633,136	78,859,408
Other liabilities	28,191,979	17,157,316
Total liabs. to public	4,004,959,373	3,873,637,165
Reserve	223,774,341	195,020,000
Capital	66,433,759	60,480,000
Surplus	1,654,777	521,496
Total liab. to share.	291,862,877	256,021,496

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Leading Mfg. of fluorescent lighting fixtures with nation-wide distribution. Sales volume over $2,500,000, large backlog of confirmed orders. Modern fully equipped plant.
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for ten per cent anywhere. Licensed, bonded, proven. Two thousand references. Write DIXON Commercial Investigators Ltd., Bank of Nova Scotia Bldg., St Catharines, Ont.

DISTRIBUTOR OR MANUFACTURERS AGENT WANTED
In the province of Quebec for leading line of Canadian made boat trailers. Must have established connections with boat dealers and builders. Exclusive territory in this area. Please write in detail to
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While a Profitable, Licensed
Westinghouse Laundromat®

half-hour laundry store
HELPS GIVE YOU FINANCIAL INDEPENDENCE
Manage in your spare time. Because customers do-it-themselves, no attendants are necessary. Receive assistance in locating, store planning, training and promotional help. Complete service and parts centers conveniently located near you. Generous financing of your total purchase at lowest monthly installments. No experience is necessary. IF you are considering owning your own COIN-OPERATED LAUNDRY STORE—and pride yourself on good business sense, compare the profit potential and leadership of the licensed WESTINGHOUSE Laundromat Store before you buy. Over 10,000 successful stores are proof positive of the consumer preference for prestige Licensed
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Don't risk your capital on untried equipment and inexperienced distributors. Call or write for details.
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Our client, a responsible and successful Canadian company wishes to diversify. They have —
$25,000 to $200,000
available for a controlling interest and are in a position to provide management assistance. Serious offers, together with complete details should be sent to:
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Ross, Touche & Co.,
Chartered Accountants,
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38,000 sq. ft. fireproof building floor area, 80,000 sq. ft. fenced yard area with private joint CNR-CPR siding—truck level loading, heated—with or without clerical service or distribution Province of Quebec East of Three Rivers—presently distributing specialty hardware, builder's & manufacturer's, etc.
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As a result of our wide experience during the past decade in transacting business with the Chinese Gov't Trading Corporations, we are able to offer a service to Canadian Businessmen. (Manufacturers, Importers & Exporters). We buy for our own Account as well as act as commission brokers. Contact us with your offers and proposals now.
BOX 579, THE FINANCIAL POST, TORONTO

INTEND TO EXPAND ABROAD?
36 years old French, German, English speaking Canadian with 16 years — 3 continent engineering experience. Five continent connections, correspondents, thorough knowledge of the international contract and market situation. Willing to organize foreign department for any company connected with construction, supply and sub-trades.
BOX 575, THE FINANCIAL POST, TORONTO

PROFITABLE EXPORTING IS NOT A GAME FOR AMATEURS
It requires proper attention and effort. If you cannot spare sufficient time, don't wait to learn the hard way. Hand the responsibility over to specialists. Assignments invited. We mean business in '61. Write or 'phone
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FOR SALE
LIMITED COMPANY WITH LOSSES
ICE CREAM MANUFACTURING
and
FROZEN FOOD LOCKERS
APPLY BOX 567, THE FINANCIAL POST, TORONTO

U.K. Stocks Subside Again Most Steels, Bonds Dull

Special Correspondence

LONDON — After an attempt at a pre-Christmas rally stock markets subsided again, and most price movements have been narrow and irregular.

The U.K. overseas trade figures for November were better than those for October, but the balance of payments figures, which take into account "invisible" items such as shipping freights and interest payments, were disappointing.

In third quarter of 1960, balance of payments showed a deficit of £101 million, against a surplus of £43 million a year earlier.

Stewarts & Lloyds moved up sharply on the good results for 1959-60, but other steels have been irregular. Government bonds have been dull, but there have been some further advances in shipping shares.

The Stock Exchange is getting ready for the marketing of more than £100 million of steel debentures and preference stocks by the government agency in the New Year.

This is likely to keep bond prices generally on a tight rein, but should also provide some attractive buying opportunities.

Here are recent Canadian prices for some leading U.K. securities:

(Supplied by Wisener, Mackellar & Co., Toronto)

	Recent Bid	Recent Ask	Dec. 12 Bid	Nov. 21 Bid
Industrials:	$	$	$	$
Bowater Paper	7	7 1/4	7	7 3/8
CPR 4% nc pref	1.70	1.75	1.65	1.67
Courtaulds	5 7/8	6 3/8	5 3/4	6 1/4
Daily Mirror "A"	1 1/2	1 3/4	1 3/8	1 3/8
Hawker Siddeley	3 3/4	4 1/8	3 3/4	3 7/8
Hudson's Bay Co.	20 3/4	21 1/4	20 1/2	21 1/2
Imperial Chemical	9.05	9.25	9.15	10.10
Motors:				
British Motor	2	2 1/4	1 7/8	2 1/8
Ford Motor	19 1/4	19 3/4	19 1/4	19
Jaguar	9 1/2	10	9 1/4	9 1/2
Oils:				
British Petroleum	6 3/8	6 7/8	6 1/4	6 1/2
Shell Trans. & Trading	17 1/4	17 3/4	17 1/4	17 3/4
Royal Dutch	31	31 1/2	31 1/2	31 5/8
Dorman Long	5 1/4	5 3/4	5 5/8	6 1/4
Steels:				
Colvilles	9 1/2	10 1/2	9	10 3/4
Steel Co. of Wales	5 3/4	6 1/4	5 5/8	6 3/8
Stewarts & Lloyds	6 3/4	7 1/4	5 5/8	6 1/2
John Summers	7 7/8	8 1/2	7 3/4	9 3/8
United Steel	10 1/4	11	10 1/8	11 7/8
South African:				
Free State Geduld	16 1/4	17	16 3/4	18
Blyvoors	4.10	4.40	4.15	4.10
President Brand	8	8 1/2	8 1/4	8 3/4
Gov't. Bonds:	— $ per £100 —			
Convers. 5/71	247	250	247	254
Transport 3/78/88	164	167	164	172
Victory 4/76	257	260	256	258
War 3 1/2 Perpetual	163	166	163	169

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Your job application will be more effective with our professionally prepared résumé. Write for details or inquire at Rm 304, 97 Eglinton Ave. East, Toronto. HU 1-6362

FINANCIAL AND ECONOMICS CONSULTANT

Wanted as active associate by Calgary company specializing in mergers, business sales, placement of financing, etc. Applicant should have broad accounting and financial experience; a knowledge of Eastern and Western money markets, and of the oil and refinery industry. Must be capable of assuming responsibility and exercising sound judgment. Replies confidential. Send personal details, business history, recent snapshot.

Box 585, The Financial Post, Toronto

VICE PRESIDENT and GENERAL MANAGER

- Canadian citizen
- College graduate, Engineer (prefer electrical engineering)
- Age 40 to 50

Well known U.S. concern requires an executive with proven ability to manage its Canadian selling operations and limited manufacturing facilities, established in Canada for over 30 years. Successful candidate will be marketing-oriented, experienced in sales of electrical and electro-mechanical devices, with additional emphasis on planning the marketing of new products.

Salary and bonus based on performance.

In preparation for personal interview, qualified individuals are invited to send detailed resume or curriculum vitae to

BOX 582, THE FINANCIAL POST

Replies will be held in confidence.

PAINT

Experienced man required by division of large Paint organization to take charge of Retail Trade Sales Staff. Some Industrial experience helpful. Must have first hand knowledge of dealer organization and be able to define policies. Usual Benefits and company car available. Apply in confidence with full details. Our employees know of this advertisement.

BOX 574, THE FINANCIAL POST, TORONTO

EL — *Required*

1. INDUSTRIAL ENGINEER

Our client firm, a rapidly expanding manufacturer of metal office equipment, requires a graduate engineer, with a minimum of five years' industrial engineering experience in methods, work management and sheet metal fabrication. Age 28-35 years. Salary $8,000 - $9,000. Reply in confidence, and refer to file No. 410.

2. SALES ENGINEER

A well known distributor of construction machinery, specializing in bins and batching equipment for ready mix and concrete block plants and large construction projects requires a sales engineer with sales experience and knowledge of such equipment. A graduate engineer or a person possessing a sound practical background would be considered. Salary $6,000 - $7,000, plus commission. Reply in confidence, and refer to file No. 419.

EXECUTIVE LOCATING CO., *Management Consultants*

P.O. Box 152, Postal Station "K", Toronto 12.

Challenging Opportunity in WINNIPEG for a SALES MANAGER

Crown Realty Ltd. has been appointed exclusive agents for one of Manitoba's leading builders of modern and fast moving homes. They are seeking a man to fill the important and responsible position of Sales Manager.

The right person will have ...

- Proven creative ideas and management skills
- Both university and a realty background desirable but not essential
- Previous earnings in 5 figures in the selling profession

The right person will command an excellent basic starting salary, *an outstanding incentive bonus plan* with an unparalleled opportunity to move ahead in the field of new home sales, representing one of Western Canada's foremost home builders.

All Replies Confidential:

For further details send your personal resume, stating experience, education, age, etc.

The President, Crown Realty Ltd., 124L - 388 Donald Street, Winnipeg 2.

MARKETING DIR. Vancouver **$15-20,000**
Chain store sales experience essential, preferably foods.

SALESMEN Ethical Drugs .... **Salary & Comm.**
2 for Toronto, 1 for Hamilton. Besides basic salary, increased each 6 months, provide car, all expenses, incentive, cost of living and Christmas Bonuses, 3 weeks holidays after one year. Must have at least 2 years selling experience, not necessarily in drugs. At least senior matric, at least 25-40.

DIR. SALES - SALES PROM. **$18-20,000**
Top level position leading to senior executive management. Must be excellent speaker. Charge of Sales-training and Promotional programs. Prefer national sales experience, consumer hard goods.

SALESMAN Water Purification .... **Salary & Comm.**
Ground-floor management opportunity with prestige co., for young man 28-35. Prefer sales experience in water fields—plumbing, water softeners, etc. Basic salary, $7,000+, liberal commission.

SALESMEN Data Processing **$15-25,000**

SALES TRAINEES Data Processing **$5-6,000**

COST ACCOUNTANT Heavy Machinery **$7-9,000**

MANUFACT. MGR. Water Heaters **$8-9,000**

Send typed resume or call

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PLANT ENGINEER

Here is an opportunity for an experienced engineer to supervise plant maintenance and expansion, equipment selection and standardization, security, application of improved methods, and liaison for the chief engineer.

Our client is a nationally known manufacturer whose modern plant employs 500, and has many complex engineering problems. Location: Southern Ontario.

Your enquiry will be kept in confidence and answered. Placement fees are paid by our client.

TECHNICAL SERVICE COUNCIL
2 HOMEWOOD AVENUE
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Since 1927, the non-profit placement service for engineers, scientists and executives.

CHIEF ENGINEER

Salary to be Negotiated

The Job ...

Re-organization for growth and increasing concentration on product development on the part of a well-established Engineering Company has created the need for a competent Chief Engineer. He would report to the President and assume departmental responsibility for product development, engineering and design, research and maintain effective liaison with related departments. Excellent opportunity with growth-oriented firm. Toronto location.

The Man ...

28 to 38 years of age, Professional Engineer, has acquired experience in the fields of combustion, oven and furnace design, process controls and fuels utilization. Along with the ability to supervise and co-ordinate departmental activities he must be creative, energetic, persuasive and be able to inspire confidence in subordinates, management and clients.

Please reply in Confidence to

PAYNE-ROSS LIMITED

management consultants

250 UNIVERSITY AVENUE, TORONTO

wanted: outstanding sales promotion a.e. must know design. presently contacting major advertisers. must have top record. our client will pay the right man 11-15M up. heighington assoc., 106 yorkville avenue toronto. WA. 4-8131

Sales Opportunity

We are seeking an experienced salesman who is interested in real growth opportunity with a small well established company. If you have a solid record of selling in non-durable goods and the ability to assume increased responsibility, you will be interested in this opening. Prior administrative experience and bilingual skills helpful. Write stating full experience and salary to:

BOX 570, THE FINANCIAL POST, TORONTO, ONT.

CONTROLLER

Opening

With a large company engaged in multi-plant manufacturing and marketing operations across Canada.

The responsibilities will include all areas of accounting and control, embracing the company's operations, together with recommendations of changes in the basic organizational structure and complement of departments under his control.

The desired qualifications comprise: Excellent educational qualifications, advanced business experience and appreciation of operating problems. Analytical ability, insight and successful management characteristics are essential, together with experience in establishing and operating standard cost systems involving large volume and complex operations.

Age, preferably mid-thirties.

Salary fully commensurate.

Enquiries invited in confidence

JOHN HOLT STETHEM AND COMPANY LTD.
Executive Personnel Consultants
1454 Mountain Street, Montreal — AV. 8-5274

COMMUNICATIONS AND MECHANICAL ENGINEERS required for BRITISH COLUMBIA

Lenkurt Electric Company of Canada, Ltd., with expanding development and manufacturing facilities offers excellent opportunities to engineers with, in addition to an appropriate engineering degree, at least five years progressively responsible experience in CARRIER DEVELOPMENT, RADIO APPLICATION and PRODUCTION ENGINEERING. The positions are as follows:

DEVELOPMENT ENGINEER — This position requires a thorough knowledge of carrier circuit and system design. Some Transistor design experience would be an asset.

APPLICATIONS ENGINEER — This position requires a basic knowledge of radio fundamentals, including performance analysis for multi-channel voice and television operation, general equipment characteristics and system requirements.

PRODUCTION ENGINEER — This position requires previous experience in the field of electronics, coordinating the manufacture of newly developed products and a proven management background.

Positions are located on Canada's scenic West coast with year round golf hunting, fishing and boating — excellent skiing and swimming. Relocation expenses will be paid for selected engineers. Good salary, liberal fringe benefits, including stock purchase plan.

Complete details of previous experience, including salary expected, should be mailed immediately and will be handled in strictest confidence.

Direct enquiries to:

W. O. Clement, Personnel Manager
LENKURT ELECTRIC CO. OF CANADA, LTD.
7018 Lougheed Highway
North Burnaby P.O., Vancouver, B.C.

CAREERS

This is Canada's national meeting place for executives who have positions to offer, and for those who have ability to offer

HELP WANTED

CANADIAN MOTORWAYS LTD. APPOINTMENT OF PRESIDENT

Canadian Motorways Ltd., a trucking and moving business with annual revenues of some $25 million, requires a top executive as President. Applicant must be a proven man of outstanding ability and will be paid accordingly. Replies to this advertisement (which is being made internationally) will be treated in the strictest confidence and should be marked "Private" and addressed to the Chairman of the Company, Mr. T. Robert Williams at 1153 Martin Grove Road, Rexdale, Toronto.

FULL TIME INDUSTRIAL COMMISSIONER for the CITY OF OSHAWA

(Applications will be received until December 31, 1960)

Write, stating age, education, qualifications, experience, if any, and salary expected, to the

SECRETARY, INDUSTRIAL COMMISSION
OSHAWA CIVIC & ADMINISTRATIVE BUILDING
OSHAWA - ONTARIO

PERSONNEL MANAGER

Required

By an outstanding company with offices and plants throughout Canada. About 1,500 employees, half salaried and half hourly.

The responsibilities will comprise the overall Personnel Administration of this company and will include all university recruiting, all training programs (except sales and specialty programs), executive and clerical job evaluation programs throughout Canada, salary surveys, wage and salary administration, administration of group insurance plans, and advisory responsibility to company management on company personnel policies and administration.

This is an excellent opportunity with a highly successful growth company.

Fully commensurate salary.

Enquiries invited in confidence

JOHN HOLT STETHEM AND COMPANY LTD.
Executive Personnel Consultants
1454 Mountain Street, Montreal — AV. 8-5274

SHIPPING MAN — DEEP SEA

Steamship agency in Vancouver has position open for a competent man about 30 to 40 years of age to handle various shipping agency work in addition to traffic matters relating to diversified and well established liner service. Thorough knowledge of imports and exports as well as personnel of various trading companies essential. Our own staff have been notified of this advertisement and all replies will be treated in the strictest confidence. Please reply giving full details to:

BOX 578, THE FINANCIAL POST, TORONTO

SUPERVISOR FOR MEN'S WEAR STORES

Incentive remuneration on increased sales results in expanding national organization. Must have complete retail knowledge and experience preferably in men's store operations, including merchandising, advertising, display, administration and handling of personnel.

Must be willing to travel freely.

Excellent salary range, pension plan and other important benefits. A-1 opportunity.

All replies held in strictest confidence.

BOX 584, THE FINANCIAL POST, TORONTO

ECONOMIC DEPARTMENT OF A LARGE CANADIAN ORGANIZATION

requires two university graduates, one male and one female, for its research staff.

The applicants should have a degree in economics, commerce, business administration or related fields, a flair for figure work, be able to write lucid, analytical reports and work independently. A knowledge of basic statistical methods would be helpful.

Recent university graduates or ones with 1-3 years' experience preferred.

Please reply, stating age, qualifications, experience and salary required.

All applications will be treated in strict confidence.

BOX 580,
THE FINANCIAL POST, TORONTO

J. B. Fraser Executive Placement Consultants Ltd.

Canada's leading Executive and Professional Placement Company, serving Business, Industry and Executives from coast to coast for nearly a quarter century, invites your confidential enquiries.

With a skilled staff of twenty and executive offices in both Toronto and Montreal, personnel requirements are negotiated in all categories from $6,000 to $60,000 a year and Presidential levels.

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The Confederation Life Building
321 Bloor Street East

MONTREAL—VI. 2-9835
The Drummond Building
1117 St. Catherine Street West

WORKS MANAGER

Light metal fabricating plant located in the Malton area requires a competent man to take charge of all manufacturing activities including cost estimating and procurement. This Company is well established, has its own product line, employs about one hundred direct workers, and is currently undergoing expansion.

The successful applicant will report directly to the General Manager and must have at least 5 to 10 years practical experience in all aspects of light metal fabrication and specialized welding. Age range 30 - 50.

This is an attractive opening with broad scope to exercise ability, judgment and initiative. Initially, salary will be in the $8,000-10,000 range.

Replies, in writing, should state age, education, experience, present salary, and should be addressed to:

WOODS, GORDON & CO.
15 Wellington Street West, Toronto 1, Ontario
MANAGEMENT CONSULTANTS

Replies confidential.

TECHNICAL SALES OPPORTUNITIES WITH RCA VICTOR

Due to the widespread interest being evidenced in RCA Victor's equipment and facilities in the fields of:

- Radio Relay equipment and Systems,
- Carrier Multiplex and associated equipment as well as Automatic Telephone Exchanges,
- VHF & UHF Mobile Radio Communication equipment and Systems

vacancies exist for Engineers with marketing and sales experience in these or closely related fields.

Successful applicants will be competent to negotiate with executive personnel, will be desirous of exercising initiative and imagination.

Salary is open, initially based on experience and indicated ability.

RCA Victor is a Company having a full programme of employee benefits and a progressive salary policy.

Write with complete confidence to:

The Administrator,
Technical Employment,
RCA Victor Company Ltd.,
901 Lenoir Street,
Montreal, Que.

LS — EXECUTIVE ASSISTANT

POSITION: As Executive Assistant to the President, he will administer and co-ordinate the activities of the head office, manufacturing, importing and sales facilities of progressive interests in Mexico City. He will establish close liaison with the Government and clients and develop good community and public relations.

REQUIREMENTS: Candidates should be of recognized social and/or cultural standing with a sound knowledge of business and economics. They may well have served Government in a senior civil or military capacity. They must have initiative, outstanding personalities and the ability to obtain quick and effective action at Government and senior levels. Ability to speak Spanish a definite asset.

AGE: 33-45 — SALARY: Open and substantial.

Applications held in confidence. Time will be saved by giving full personal and experience details.

Leetham, Simpson Limited
Management Consultants
EXECUTIVE PLACEMENT DIVISION
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Career Opportunities are Now Available In the Application of Medium and Large Scale

BENDIX DATA PROCESSING SYSTEMS

To Business and Scientific Problems

Reply in confidence giving full Details to:

Industrial Relations Department

COMPUTING DEVICES OF CANADA LIMITED

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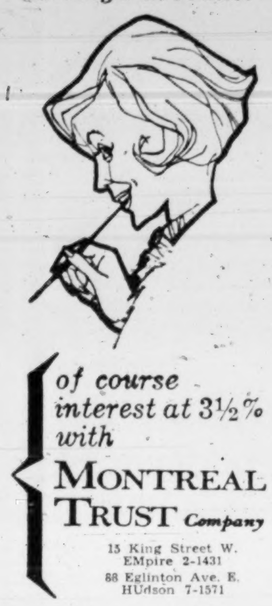

of course interest at 3½% with MONTREAL TRUST Company
15 King Street W. EMpire 2-1431
88 Eglinton Ave. E. HUdson 7-1571

NEW BANK BRANCH

Bank of Montreal has opened a branch in the **Sun Life Assurance Co.'s** new building at 190 University Ave., Toronto. B. G. Johnston is manager of the new office, known as Richmond St. & University Ave. branch.

ANNOUNCEMENT

SUN LIFE APPOINTMENT

H. T. N. PETERSON

Sun Life Assurance Company of Canada announces the appointment of H. T. N. Peterson as Associate Secretary. Mr. Peterson has been with the Sun Life since 1929 and with the Secretary's Department for more than 20 years. He was appointed Assistant Secretary in 1948. During the Second World War he was on loan to the Foreign Exchange Control Board where he was in charge of the insurance section.

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(and Continental Europe)

The FINANCIAL TIMES is the daily newspaper of the business man in the United Kingdom. It is unrivalled, unchallenged, in its readership and its influence. It is the accepted channel of communication with business and industry in the United Kingdom and a major influence in the financial centres of Europe.

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Call George Glionna at WA. 1-5575 and find out how the FINANCIAL TIMES can help you sell effectively and economically in this important and growing market.

THE FINANCIAL TIMES
OF LONDON ENGLAND
550 CHURCH ST., TORONTO 5

FP reports on OPPORTUNITIES

NEW plants, business expansions and capital projects still on the planning tables may hold sales opportunities for you. Here is this week's checklist:

NEW PLANTS

Town of Burlington, Ont., business development department, for year 1960 to date, reports these industries established in area:

F. W. Fearman Co., subsidiary of **Letchworth Bacon Co.,** of England, will produce meats in early 1961 in 80,000 sq. ft. plant.

Fuller Brush Co., will produce brushes, polishes, cosmetics, etc., in 154,000 sq. ft. plant in early 1961.

Ontario Stress-Crete, pre-cast cement standards, etc., 21,000 sq. ft. plant, now in operation.

Home Economics Food & Freezer Co., prepared foods for home freezers, 8,000 sq. ft., to be completed in spring, 1961.

El-Chem Ltd., acid-alkali proof linings, 7,500 sq. ft. to be ready next spring.

U-Haul of Canada Ltd., small trailers, 4,000 sq. ft., now in production.

R & J Dick, industrial belting, 5,000 sq. ft., now in operation.

* * *

Columbia Hardboard Co., Seattle, will start immediate construction of a $3 million particle board plant at Sprague in southeast Manitoba. Mill will cover 50,000 sq. ft. area and have annual capacity of about 10 million sq. ft. of board. General contractor: **Steel Structures (Western) Ltd.,** Winnipeg. **Brandt Construction Ltd.,** Steinbach, will build access road, grade for rail spur, parking and wood lots. Production is scheduled for early summer of 1961.

* * *

Irish Potato Chips Ltd. has completed a $75,000 plant for manufacture of potato chips in Winkler, Man. Chips are available in five sizes and four varieties. At start, firm is supplying Manitoba and Saskatchewan markets. Plans call for expansion of facilities later to supply all Western Canada market. Officers: Walter Kroeker, president, and Peter Kroeker, secretary.

* * *

Pakfold Western Ltd., subsidiary of **Pakfold Continuous Forms Ltd.,** Niagara Falls, Ont., has opened a plant in Brandon, Man. Plans for erection of new building are being considered. Firm produces continuous business forms in its Brandon plant. R. W. Bridges, Brandon, is manager.

* * *

F. Manley & Sons Ltd. is building a new plant containing 20,000 sq. ft., with expansion room for another 20,000 sq. ft., at Highway 401 and Leslie Sts., Don Mills, Metro Toronto. Building provides specially designed areas for display, warehousing and servicing of boats, chain saws, power mowers and allied products. Occupancy planned for next March. Architect: **Weir, Cripps & Associates,** Toronto.

* * *

Carnation Co., has signed agreement with city of Wetaskiwin, Alta., by which the firm will take up its option on 89 acres of nearby land, provided annexation of the area to city is completed by Feb. 21.

Carnation plans to build a condensed milk plant. Estimated cost: $1 million. Provincial development officials estimate plant would add about $3.5 million to the income of the farm economy in that area.

* * *

Canadian Westinghouse Co. has opened a new $200,000 office and warehouse building in Halifax. Contractor was **Foundation Maritime Ltd.** Building provides 18,000 sq. ft. of office and warehouse space and will expand firm's services in Maritimes and serve as distribution centre for whole area. It will also enable Westinghouse to give complete appliance repair service in Halifax.

* * *

Union Carbide Canada Ltd., Linde Gases Division, has started construction of new, large-capacity tonnage oxygen plant at Sault Ste. Marie. Designed to meet oxygen requirements for Algoma Steel, new facilities will provide almost twice capacity of Linde plant currently supplying Algoma's steel operation. Linde oxygen will be piped directly to Algoma steel plants for use in production of steel by oxygen process. **Sampson Construction Ltd.,** is general contractor. Architect: **G. S. Adamson Associates.**

* * *

Carleton Culvert Co., Bell's Corners, Ont., is building a new corrugated culvert manufacturing plant at Bell's Corners, just outside Ottawa's city limits. Plant will be in production by mid-January. Plant is said to be only one in Ottawa Valley manufacturing corrugated steel culverts.

EXPANSIONS

Sun Oil Co. is building a hydrodesulphurizer unit at its Sarnia, Ont., refinery. Completion is scheduled for mid-May, 1961. General contractor: **Catalytic Construction of Canada Ltd.** Cost: around $750,000 plus expenditure on other operating improvements at refinery. Units will have capacity of 80,000 bbl. per month and will use a process for hydrodesulphurization developed by Sun Oil. Main purpose of unit is to improve quality of branded heating oils.

* * *

Crane Ltd., Montreal, has bought **Howard Furnace & Foundries Ltd.,** Toronto. Howard manufactures complete line of gas and oil-fired warm air furnaces. This line will now be broadened by addition of other new heating products. This expansion will take place in Howard's Toronto plant.

NEW PROJECTS

Purton Construction Co., Toronto, has won a $276,000 contract from federal Department of Public Works for construction of Downsview, Ont. building to accommodate post office department. Completion is scheduled in 12 months. **Clare G. MacLean,** Toronto, is architect. **J. E. Kelly,** district architect for federal agency, will supervise work.

* * *

Temporary administration and passenger facilities at newly-opened Edmonton international airport will be in a $700,000 hangar built of glued-laminated timber. Guaranty bond was presented to owner: **Northwest Industries Ltd.** Builder: **Timber Preservers Ltd.,** New Westminster, B.C.

* * *

International Finance Corp., Washington, has invested $700,000 (U. S.) in **Envases Colombianos, S.A.,** of Barranquilla, Colombia, to help finance construction and initial operation of plant to manufacture metal cans for food packing and for general use. New firm will also take over paper and sheet metal printing operations of existing Colombian firm, **Empresa Litografica, S.A.**

Controlling interest is owned by Messrs. Alberto Roncallo and Adolfo Gieseken of Barranquilla. Minority stockholder of firm is **American Can Co.** Equipment for new plant will be supplied and installed by American Can Co.

Total cost of project: $2.8 million (U. S.).

* * *

Saskatchewan Power Corp. has awarded a $565,000 contract for construction of its Regina service centre to **Bird Construction Co.,** Regina. Construction at Lorne and 5th Ave., will start immediately, with occupancy scheduled for late next summer. Architect: **Stock, Keith & Associates,** Regina.

Utility has also awarded a $1 million contract to **Interprovincial Steel & Pipe Corp.,** Regina, for supply of 6,100 tons of steel plate to be used as tunnel lining at the Coteau Creek development on the Saskatchewan River. Some steel ingots for the contract have already been made and rolling trials are now under way.

TIW Western Ltd., Edmonton, won a $292,000 contract for fabrication and delivery of six 24-ft. diameter steel penstock liners for Squaw Rapids power development. Steel plate will be made at the Regina steel mill for 1961 spring delivery.

SPC has also placed its first major orders for steel transmission towers, with first shipment delivery scheduled for 1961. **Societa Anonima Elettrificazione,** Milan, Italy, won a $560,000 order for supply of transmission towers. Delivery is scheduled for 1961 and one circuit of 138 kv is to be ready for operation in 1961.

Steel towers for a double circuit 230 kv transmission line from Beatty to Nipawin have been ordered from the Italian firm for 1962 delivery at cost of $350,000.

Blaw Knox Ltd., London, Eng., won two steel tower contracts totaling $550,000.

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Manitoba's big ditch — the 30-mi.-long floodway to protect Greater Winnipeg against possibility of another major flood — is now in the practical planning stage.

Four-man advisory board has been set up by federal and provincial governments, and Resources Minister Walter Dinsdale has indicated Ottawa's share of the eventual cost of the project will not be less than 50%. (Manitoba has asked for 75%). One of the board's duties will be to prepare new cost estimates on which to base cost-sharing arrangements.

Members of the board are: R. H. Clark, chief hydraulic engineer, water resources branch, department of northern affairs; Gordon Mackenzie, director PFRA; J. A. Griffiths, director, water control and conservation branch, Manitoba Department of Agriculture; T. E. Weber, chief engineer, water control and conservation branch, Manitoba Department of Agriculture.

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Another Manitoba flood project will be completed by spring. The $1.3 million Seine River diversion project, started three years ago, will be finished by spring flood time. Also in operation will be the Lake Manitoba control works, which will reduce fluctuations of the level of the lake from as much as six feet to no more than two feet either way.

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Central Mortgage & Housing Corp. has made the following construction contract awards:

Konvey Construction Co., Kingston, Ont., $210,745, for five classrooms and gymnasium extension to Department of National Defence School, Camp Borden, Ont.

Tabor Senior Citizens Homes Ltd., $43,000, 10 low-rental housing units for elderly people in Morden, Man. Tabor is sponsored by Mennonite Brethren Church.

Kiwanis Homes of East Kildonan, sponsored by Kiwanis Club, $53,000, for 12 one-bedroom row-housing units for elderly people in East Kildonan, Man.

Loans totaling $3.5 million were made for construction of 432 low-rental apartment units in Scarborough Township, Ont., to: **Trudelle Court Apartments Ltd.,** $1.4 million; **Woolland Holdings Ltd.,** $782,680; **Weitz Holdings Ltd.,** $1.3 million.

Twin Pines Apartments Ltd., sponsored by **United Co-operatives of Ontario,** $59,819, for 11 low-rental apartment units in Dundalk, Ont.

WHAT'S NEW

LOOKING for helpful tools for your business? Gift ideas? Import-sales deals? Here is this week's checklist of interesting new products from plants around the world:

ELECTRIC CARVER: Here's a timely aid for the man at the head of the table—an electric knife that carves and slices at the touch of a button. Battery-powered, it can be used anywhere. Handle contains batteries and vibrator. Has two detachable blades.

ARMCHAIR AIR CONDITIONING is now possible through wireless remote-control unit which can turn air conditioner on and off, select three different fan speeds and operate comfort controls. Principal is same as remote control on TV sets.

SOLAR ENERGY KIT, including fresnel lens and building instructions, is now being offered to students and hobbyists. Using rays from the sun, this solar furnace will develop temperatures of 2,000 deg. F in the area of the focus point, maker claims.

AIR-POWERED HAMMER: For those tight corners where there is no room to swing an ordinary hammer, you can now use a pneumatic nail-driver. Working from its own small air compressor, the tool will handle a variety of nails. A sleeve prevents them from springing out at the side while being driven.

TYPEWRITER CLEANER that eliminates messy solvents, brushes or putty is now on the market. Consists of 8½-in. x 11-in. sheet with a pink "flocked" surface and a mild adhesive treatment. Set in typewriter at stencil position and strike each key from three to five times. Perforations allow used portion to be torn off and discarded.

NEW LITERATURE: Canadian Admiral Corp., Toronto; bulletin describing new line of no-defrosting refrigerators and freezers . . . **Electronic Materiels International Ltd.,** Ottawa; pamphlet on portable transistorized electronic voice scrambler to be used on standard telephones for security purposes . . . **Canadian General Electric Co.,** Toronto; fifth edition of company's transistor manual. Available in major foreign languages.

Laskin to Conduct Arbitration Study In 2-Day Seminar

A two-day management seminar on arbitration in labor relations will be held in London, Ont., Jan. 13-14.

Prof. Bora Laskin, University of Toronto law professor and labor law authority, will conduct the discussions.

The discussions will include preparation and presentation of cases for arbitration, make-up of the arbitration board, the hearing, the report and award, arbitration and the law, arbitration and collective bargaining and case histories of special problem areas.

The seminar, scheduled for the Hotel London, is sponsored by **Canadian Management Services** of Toronto, consultants to management on industrial relations.

Dom. Dairies Major Holders Accept National Dairy Offer

MONTREAL (Staff) — **Kensington Industries Ltd.** and Francis L. Hart who own or control 78% of the common and 75% of the preferred shares of **Dominion Dairies Ltd.,** have accepted the offer of **National Dairy Products Corp.,** New York, for their shares.

Basis is one common share of National for each 4½ Dominion Dairies common and $28 (Canadian) for each preferred share (**FP**, Sept. 10).

Offer is contingent upon 80% acceptance by holders. Shares are to be deposited by Jan. 3/61. No fractional shares will be issued.

Dividend usually payable about Jan. 15 on the common stock has been omitted.

National will acquire all preferred stock deposited (32,500 shares outstanding) but no more than 402,928, or 80% of the 503,659 outstanding common shares. Common shares deposited in excess of the offer will be returned to Kensington and Hart.

National Dairy common is selling on the New York Stock Exchange at $63½ (U. S. funds), down from its $66¼ high this year but well above the low of $44⅝.

Dominion Dairies common is selling at $13¼ (high this year $13¾, low $9⅜). That puts a value of about $59⅝ (Can.) on the National Dairy shares to be received in the exchange.

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